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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

JAN 14 1932

U. S. Agriculture

January 6, 1932

Vol. 12, No. 1

MARKETING OFFICIALS IN ANNUAL MEETING AT WASHINGTON
EXCHANGE VIEWS ON AGRICULTURAL SERVICES

Economic Position of Agriculture, Marketing Programs,
Produce Inspection Fees, Standardization De-
velopments, and Consumer Demand Feature
Discussions at Three-Days' Sessions

Research and service activities of State and Federal agricultural agencies were reviewed, and plans for the extension of this work in order to aid farmers in their marketing problems were outlined, at the Thirteenth Annual Meeting of the National Association of Marketing Officials at Washington, D. C., December 28 to 30, 1931. Representatives of twenty-two State departments of agriculture and colleges of agriculture participated in the sessions. R. B. Etheridge of North Carolina was elected President of the Association for the ensuing year; M. H. Brightman of Rhode Island, Vice-President, and Sidney A. Edwards of Connecticut, Secretary-Treasurer.

The gross farm income for the United States in 1931 was the lowest since 1911, according to Nils A. Olsen, chief, Bureau of Agricultural Economics, in an address on trends in the market situation, at the opening session. Gross income in 1931 was placed at \$6,920,000 in preliminary estimates, compared with \$9,300,000,000 in 1930. The speaker stated that surplus production is one of the important elements in the farm situation, and that the "huge drop in prices of farm products suggest that the wrecking of the demand may be quite as important". He exhibited a series of charts to illustrate the drop in industrial activities the last two years, the amount of money spent by consumers for creamery butter and cheese, indexes of factory employment and payrolls, indexes of commodity prices in the United States and in other countries. He said that government aid to agriculture in foreign countries, which has had the effect of increasing the farm output of our competitors and restricting our markets abroad has been an important factor in the situation, in addition to financial factors such as debts, reparations, and the monetary situation. This foreign aid has taken the form of tariffs, embargoes, import prohibitions, licensing systems, and milling and baking quotas. Some foreign activities have the purpose of raising the price level; others to depress the price level, he said.

Mr. Olsen cited figures showing that whereas the population increase in the United States ten years ago was about 2,000,000 persons annually it is now about 1,000,000 annually, and he stated that should this rate of decrease continue, we will have a stationary population by 1960 at twenty million to twenty-five million people more than now. The same tendency prevails in European countries which have been markets for our products, he said.

"It would be a mistake to overlook the importance of the supply side of the agricultural situation," Mr. Olsen declared in explanation of charts showing how the level of production the world over has been "stepped up" in recent years. He said that the substitution of gasoline for horse power in the United States has released about 30,000,000 acres of land previously used in producing supplies for work stock, and that the increased production of milk and meat per unit of feed has added about 25,000,000 acres to our agricultural plant. The World War wrought havoc with the production picture abroad, he declared, but following the War Europe gradually "came back". The domestic situation is complicated further just now, Mr. Olsen said, by the fact that "more and more people are, looking to agriculture for a living, and a tendency to 'return to the farm' is now under way."

World Trade Expansion Expected

"It is reasonable to expect that the volume of world trade will again expand at a lower price level, and this will be the basis for general improvement in the world economic situation," declared E. G. Montgomery, chief, food stuffs division, United States Department of Commerce, in an address on trends in the export market situation. "Exchange of goods," he said, "will be facilitated when all price levels for raw materials, manufactured goods, and wages are brought into harmony. That time will come when the producer of wheat, rubber or coffee can exchange his product for a reasonable amount of manufactured goods or services. Under such conditions domestic and foreign exchange of goods will increase. This adjustment appears to be taking place."

Mr. Montgomery stated that the events of the last ten years are largely a part of the readjustment after the enormous price inflations and maladjustment of production during the war period, but that whereas following previous periods of inflation such as the Napoleonic Wars and the Civil War it took thirty to thirty-five years for commodity prices to return to pre-war levels, it has taken only ten years following the World War for commodity prices to return to a pre-war base. He said that the downward adjustment toward pre-war prices began with a very sharp decline in 1920, but this adjustment was interrupted by inflation from 1922 to 1929 "due in a large measure to a kind of cooperative effort of Europe and America to reestablish the industries of Europe, and the currencies on a gold exchange basis." Prices "crashed" in 1929, and are now on a pre-war level.

"At the present moment," Mr. Montgomery declared, "the world is burdened with enormous financial obligations incurred during the War and in the post-war inflation period. The world is now faced with the liquidation of these obligations, a part of which is being wiped out through the depreciation of currencies. In the newer countries of the world, or in sections where there are large unexploited resources, the burden of these obligations will probably be deferred to future years, and with their normal expansion in population and wealth will gradually be absorbed and carried without great difficulty. However, Europe must depend largely, for meeting

many obligations, on the use of skilled labor in processing and manufacturing products to be sold in the world markets, and recovery will be dependent somewhat on the recovery of world markets."

Long-Time Farm Program "Just Begun"

"The real long time construction program for agriculture has only just begun," declared James C. Stone, chairman, Federal Farm Board, reviewing the activities of the Board during the past year, and urging the continued cooperation of the State marketing officials in the formulation and development of such a program for the rehabilitation of agriculture.

Mr. Stone quoted at length from the second annual report of the Federal Farm Board, recently released, to the effect that the work of the Board has been carried on under highly abnormal economic conditions in the United States and abroad, and stated that "in such circumstances, much of the activity of the Board has been of an emergency character." He said there has been a substantial and continuous growth in the cooperative movement the past two years, the number of cooperative associations having increased by approximately 500, and the volume of business handled by such associations having increased in value by \$100,000,000 in spite of lower prices. A great deal of constructive work has been done in coordinating local associations into regional and national cooperative marketing agencies, he said.

Loans to cooperative organizations, up to June 30, 1931, exclusive of stabilization operations, amounted to about \$250,000,000, of which about \$146,000,000 has been repaid, the speaker said. "The stabilization operations of the Board in grain and cotton were undertaken as emergency measures, and while they were not successful in maintaining artificially high levels of prices in the face of constantly accumulating surpluses, they, unquestionably, did much to cushion the decline of agricultural prices and to prevent the demoralization of business in the rural sections."

Research and Service Agencies Must Cooperate

"Agriculture is suffering not so much from any lack of desire on the part of one farmer to cooperate with his neighbor as it is from a lack of understanding among its leaders," declared Sidney A. Edwards, director, Connecticut Bureau of Markets, describing the functions and responsibilities of State marketing agencies. "In some States there is very little cooperation between the State college and the State department of agriculture; in other States there is the closest cooperation. If it be sound philosophy that farmers should work together for mutual benefit, how can we leaders of agricultural thought and action justify our position if we are not putting forth every effort to cooperate with other agricultural leaders in our State or section of the country? One of the most important functions of a Bureau of Markets, is by its own example, to encourage, stimulate and promote greater unity among farmers and farmer groups."

"A marketing agency should keep ever before the producers and shippers the undeniable truths that it costs no more to harvest a superior crop than an inferior one; that good products contribute materially to their own sale; that value depends on how badly people want the product: that

quality is the basis of all good marketing, and that the consumer is king," said L. M. Rhodes, Florida State Marketing Bureau, on the subject of functions and responsibilities of State marketing agencies. "It is the duty of a marketing agency to teach the producer and shipper," he said, "that without grade, quality and certification, a heyday of confusion, disputes, and loss await them in the market, on account of deceptive pack, disgruntled buyers, and dissatisfied consumers; that marketing farm produce is a local, national, and international proposition."

Must Know Consumer Demand

The need for data on farm products consumption and demand in order to enable farmers to plan production programs was stressed by Frederick V. Waugh, executive secretary, New England Research Council on Marketing and Food Supply, in an address on the value of marketing research to the consumer.

"We have reliable and detailed facts on production and market supplies and can forecast these factors fairly well," Mr. Waugh said, "but we have very little data on the consumption of and the demand for farm products. The past two years have indicated the need for more studies of these factors and a clearer understanding of the habits, wants and likes and dislikes of consumers and their reactions to economic conditions."

The speaker stated that "it is not necessary that we get all our information about consumer and market preferences by asking questions of the consumer. We can judge his preferences by studying what kinds of things he buys and what prices he pays. The survey and the questionnaire should not be discarded, but in many cases they should be followed with studies of market prices in order to measure quantitatively the degree of preference for certain quality factors in terms of dollars and cents. Definite quantitative measures of consumer and market preferences, together with facts on methods and costs of controlling quality, give the producer information which he needs in order to determine what qualities he should produce, grade, and market."

Farmers Need "Practical" Research

Practical types of research, namely fact-finding and analysis, which give producers reliable realization concerning all vital phases of their problem, will enable them to put over their marketing programs, declared Dr. Theodore Macklin, director, California Bureau of Markets, addressing the convention on types of research required to put over marketing programs.

"Finance and credit combined, while outstandingly important," he said, "represents but one of many possible and probable factors about which realization is essential. Probably the greatest obstacle to improved marketing under grower control is the absence of authentic information showing the real financial control of tonnage and of growers, of marketing agencies, and of the sources of commercial finance and credit."

Teaching Agricultural Marketing

Most of the development of organized courses in marketing has taken place in the last fifteen years, according to O. B. Jesness, University of Minnesota, discussing the place of marketing in an agricultural economics curriculum.

"My personal preference," said the speaker, "is for marketing courses which develop an understanding of principles and problems rather than for courses which are concerned primarily with supplying descriptions of marketing processes and agencies. Some of the latter are necessary in order that the student may have a picture of the marketing system but to stop with that is to fail to go far enough. Description and visitation may give a student a good idea of what the trading floor of a grain exchange looks like; however, to understand what is really taking place and what is back of the physical manifestations, the student needs to understand the economic concept of a market. Grades have their technical aspects but they also have their economic aspects. It is one thing to know how the market reporter goes about his business. It is another thing to know what he is doing and what is involved in it."

Leland Spencer of Cornell University, in a discussion of Professor Jesness' paper, said: "Professor Jesness has stated his belief 'that the course in principles of marketing should build the ground work for marketing courses which are to follow.' In the writer's opinion, the time of both teacher and student can be spent to much better advantage in specialized courses, the principles being developed out of the problems discussed in these courses. If a general course is required as a preliminary to more specialized courses, there is serious loss from duplication."

Course in Principles of Marketing

"It has been my feeling that 'principles' do not stand out any too clearly in the published material available for use in such courses, hence they are likely to be more largely descriptive than 'principle developing' or analytically interpretive," said H. E. Erdman, University of California, speaking on the content and organization of a course in principles of marketing. "The text book on economic theory can not develop principles in sufficient detail to make them appear to be 'practical'. If they were worked out so as to contain the modifying statements necessary to make them fit directly the situations of a country buyer, a city wholesaler, a commodity exchange, or a cooperative marketing association they would be considered 'practical' because they fit the case. It should be the job of a course on principles to develop the principles in such detail as to make them fit more directly to this particular field."

S. H. DeVault, University of Maryland, discussing this subject of "principles" said: "The course should be as broad and far-reaching in its training as possible. The functions of the course should be to give students an understanding of the underlying principles of marketing and in addition some practical agricultural marketing training. Both theory and practice should be combined."

Price Economics in Marketing Courses

"There seems to be a preponderance of evidence in favor of treating the subject matter of agricultural prices in a separate course," declared F. L. Thomsen, University of Missouri, on the subject of the extent to which price economics should be included in marketing. He said that "the advantages to be gained from continuity of treatment and the other favorable features of specialization in teaching prices are similar to those found in connection with other subjects. For years we have been giving separate treatment to subjects like farm finance and cooperative marketing. Specialization in teaching agricultural prices is a later development merely because it has been only recently that our knowledge of the subject and comprehension of its importance has suggested such a policy."

Joseph G. Knapp, North Carolina College of Agriculture, discussing Professor Thomsen's paper said: "Is not there a great danger if price instruction is given in separate courses, or imbedded in specialized courses, that the student will get an abnormal idea of the subject. My own view is that material on price economics, especially for undergraduates, can be given largely in the basic agricultural economics subjects such as marketing, farm management and statistics."

Licensing Motor Truck Operators

"Many letters have been received by the Bureau of Agricultural Economics from members of the trade complaining of the increasing numbers of motor truck operators and wanting to know whether they are required to be licensed under the Perishable Agricultural Commodities Act," C. W. Kitchen, assistant chief of that bureau reported in an address on some developments in the administration of the Act. The speaker declared that the Act "was not intended to restrict or interfere with the various competitive forces at work in the marketing of fruits and vegetables, except as many person subject to the Act might engage in practices declared to be unlawful by it. Motor truck operators who buy or sell fruits and vegetables in carlots or handle those commodities on consignment are subject to license provided their transactions involve interstate or foreign commerce. Those who function merely as common carriers do not require a license."

Mr. Kitchen reported various suggestions which have been made by the produce trade to amend the Act to insure the licensing of motor truck operators, such as that all such operators should be required to display their license or evidence of a license on their trucks; that the definition of carlot, as contained in the regulations should be modified so as to bring a larger number of the truck operators within the scope of the Act, and that the definition of a carlot for this Act should be reduced to one ton.

"Our answer to these inquiries," Mr. Kitchen said, "is that all motor truck operators subject to the Act should be licensed. Many of them are licensed; probably many who should be are not licensed. However,

except as the Act may interfere with any unlawful practices of motor truck operators, as in the case of all others subject to its provisions, the licensing of motor truck operators will not influence the competition situation in the industry brought about by this growing development. The number of motor truck operators or the quantity of fruit and vegetables handled by them is not likely to be affected by a license fee of \$10 a year."

Mr. Kitchen reported that up to December 19, 1931, there had been issued 17,065 licenses under the act, and that on December 30 there were 16,661 licenses in effect. To December 19, a total of 2,652 complaints under the Act had been received, of which 1,673 have been closed, and 979 are still pending. Most of the complaints pertain to rejection without reasonable cause on the part of buyers, and failure to deliver without reasonable cause on the part of sellers.

Uniformity of Inspection Fees

George A. Stuart, chairman, Committee on Uniformity of Inspection Fees, reported that following a conference with officials of the Federal Bureau of Agricultural Economics, the committee approved a uniform overhead charge to all States of 15 cents per carload on each shipping-point inspection, but that "since the major losses of the Federal bureau were on terminal inspections, it was the opinion of the committee that the fee on terminal inspections be raised from \$4 to \$5 per car to cover the larger part of the loss." Mr. Kitchen declared in connection with the terminal inspection fee that it was the general opinion of Federal officials in charge of the inspection service that if the fee were raised to \$5 the total receipts would be less than at \$4 per car because there would be a decrease in the volume of inspections on account of the higher cost. Discussion then developed as to which States were showing financial loss on the produce inspection service, and as to the expenditure for other than inspection service of funds collected on shipping point inspection. The discussion concluded with the recommendation that the committee report be accepted, and that a new committee be appointed to delve further into the subject of inspection fees and cost of operating the inspection service.

Committee on Standardization

A report on standardization and grading of farm products was submitted by Sidney A. Edwards, chairman, Committee on Standardization, giving detailed information as to State activity in the field, and "endeavoring to reflect the attitude of the various States on controversial subjects such as compulsory vs. voluntary grades, Federal vs. State grades, and self-supported vs. State supported inspection service." Typical questions answered by State enforcing agencies in this report, were: "How do State grades compare in essential points with Federal grades for such products?" "To what extent are cooperative extension service representatives utilized in the educational work necessary to explain the grades?"; "Is cooperative

marketing a necessity, a valuable aid or only incidental in conducting a satisfactory grading standization program?", and "What important change from present policy along standardization and grading lines is contemplated in the near future?"

Copies of the report may be obtained from Sidney A. Edwards, Connecticut Bureau of Markets, Hartford, Conn.

Committee on Cooperative Organization

"The year 1931 has been characterized by widespread interest in the formation of new cooperative associations," reported A. W. McKay, chairman, Committee on Cooperative Organization. "Groups of producers", he said, "who did not participate in the organization movement of 1920-21 are now developing cooperative plans. The present agitation usually is based on a more general recognition of the possibilities and limitations of cooperation than ever before and a more steadfast determination to develop a producer-owned system."

Mr. McKay stated that in spite of many difficulties, the cooperatives have come through the year without the failure of a major organization. The outstanding event in the cooperative marketing of fruits and vegetables during 1931 was the organization of the National Fruit and Vegetable Exchange, Inc. The Exchange offers a cooperative marketing service in the terminal markets either through its salaried representatives or through brokerage agencies under contract to it and will furnish shipping-point sales service to member associations in need of that type of service. Educational and extension agencies, the speaker said, have manifested increased interest in the development of programs of education in cooperative marketing.

Committee on Transportation

The report of the Committee on Transportation, R. F. Hall, chairman, contained excerpts from numerous State marketing officials with regard to the transportation situation in their respective States. "Perhaps the outstanding transportation problem in Arizona," the report quoted, "is a needed adjustment in freight rates which will enable Arizona producers to take advantage of their shorter haul to eastern markets in competition with Pacific Coast products."***Transportation by truck in Colorado has been much heavier than usual.***Our (Florida) carload movement is decreasing every season and the truck movement is increasing.***Increased costs, particularly in proportion to the value of agricultural products, is the chief cause for complaint (in Iowa) on transportation problems.***Some serious questions have arisen concerning transportation in Kansas, because of the extensive and growing use of the truck.***Railroads and express companies have several arbitrary rules or restrictions that if removed would be of much benefit to growers of fruits and vegetables and would broaden our (Louisiana) markets.***The handling of farm products by way of trucks has become a major problem in Minnesota during the last year.***Transportation by motor truck continues to attract traffic from the railroads (New York).***The State of North Dakota continues to take an active interest in the proposed St. Lawrence Deep Waterway, both as a means of reducing freight charges on surplus agricultural

products, and as a means of reducing the cost of some products imported for local use.***"

Committee on Legislation

A summary of Federal and State legislation concerning agriculture, enacted during the past year, was presented by H. F. Fitts, chairman, Committee on Legislation. Excerpts from this report are: "California clarified the apple standardization act, and Rhode Island passed an act defining the packing, marking, and labeling of apples.***Florida and Texas took action to check the sale of immature citrus fruit.***Colorado, Idaho, Minnesota, New Jersey, and Washington amended their laws dealing with the operations of commission merchants, while North Dakota put a new law upon the statute books.***Some phase of egg marketing or handling had attention in Arizona, Arkansas, California, Connecticut, Montana, Nebraska, Nevada, New Jersey, North Carolina, and South Carolina.***Grading, standardization, and inspection work received attention in numerous States.***Idaho amended the grading law to permit marketing of U. S. No. 2 potatoes in plain bags.***Missouri, North Carolina, Oregon, and Texas made changes in their agricultural or marketing organizations.***"

Committee on Sales and Consignments

The Committee on Sales and Consignments, A. W. Pomeroy, chairman, reported the results of a survey designed to ascertain the percentages of shipments of fruits and vegetables and other farm products sold F.O.B., or on consignment, and whether the Perishable Agricultural Commodities Act has increased or decreased direct sales.

"As far as the P.A.C. Act is concerned, we cannot consistently state that we have seen any difference in our sales (California Fruit Exchange).***We (Florida) find that while cash track sales have perhaps been increased by the P.A.C. act, that f.o.b. sales have not been increased as a result of the Act.***We (Kansas) find that f.o.b. sales under the Agricultural Commodities Act do not protect the grower or shipper as fully as was generally expected.***Direct sales increased under P.A.C. Act (Louisiana).***P.A.C. Act has made no change (Minnesota).***Direct sales decreased under the P.A.C. Act (Mississippi).***In our (Montana) opinion the P.A.C. Act increased direct sales and we believe will increase further such sales.***It was anticipated that the P.A.C. Act would force the industry to sell on a delivered basis, but so far the facts have not borne out this anticipation (Oregon).***P.A.C. Act apparently has increased direct sales, also caused better grading (Wisconsin).***"

Committee on Market Reporting

New developments in market reporting during the year, as reported by H. Deane Phillips, chairman, Committee on Market Reporting, included the following:

"Office at Scranton, Penna., now issues a daily report on fruits and vegetables instead of on alternate days.***Rhode Island issues a weekly retail report intended primarily for housewives.***Vermont started issuing (November, 1931) a market news letter covering markets within the State.***Florida: Expansion of market news on fruits and vegetables.***Virginia:

Added tobacco sales to broadcast.***North Carolina: Local market news service office opened at Farmville for issuance of daily and weekly average prices of tobacco by standard grades.***Mississippi: A by-weekly market sheet is issued in addition to the leased wire news service.***Wisconsin: Cheese Committee meets weekly at Plymouth and issues a review of market conditions.***Connecticut: Reporters in Waterbury, Hartford, and New Haven have been securing the amount of local produce on farmers' markets as well as receipts from New York City by motor truck during summer and early fall.***Minnesota: Issues produce market report covering Minneapolis and St. Paul during heavy local producing period.***"

Committee on City Markets

Summarizing terminal market developments, we find that generally speaking the fruit and vegetable trade has made progress in 1931 toward stabilization, according to Russell Swiler, chairman, Committee on City Markets. "Closer organization has been possible and better credit standing accomplished through terminal credit associations," Mr. Swiler said. "Inspection and claim matters have been on a sounder basis. In most cases one inspection organization handles inspections for all carriers, possibly the most satisfactory arrangement being the type employed in Cleveland, where the terminal company has a cooperative contract with the U. S. Department of Agriculture and provides a condition inspection on every car arriving at the terminal. Retail markets have felt the effect of chain store and roadside market competition perhaps more keenly than any other factor in fruit and vegetable marketing. Municipal markets are suffering most acutely because of their slow adaptability. Many privately-owned markets, like many independent groceries operated by alert business men, are rapidly being adapted to modern competition and show every indication of success."

Committee on Crop and Livestock Estimates

One of the most outstanding developments in the crop and livestock estimating field during the past year has been the inauguration of a system of dairy reports and of research looking to the development of more exact methods of estimating acreage and forecasting crop production, according to G. A. Stuart, chairman, Committee on Crop and Livestock Estimates.

"Another very important development," Mr. Stuart said, "has been the further decentralization of work of the Federal Division of Crop and Livestock Estimates. This has afforded the statisticians in the Washington office more opportunity for analysis and research.***Much progress was made during the year in improving the basis of the monthly forecasts of crop production. In many instances the results of a study of the relationships of weather to yields were incorporated into the crop forecast program, by utilizing separately determined indications of yield from weather as an additional indication to that secured from the condition reports, or by utilizing a combined indication derived from a graphic multiple correlation of the two sources (weather and condition)."

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Vol. 12, No. 2

FARM ECONOMIC WORK REVIEWED AT WASHINGTON CONVENTION.

The origin and development of farm economic work in the agricultural colleges and the Federal Department of Agriculture were traced before a joint meeting of the National Association of Marketing Officials and the American Farm Economics Association at Washington, December 29. This meeting was a tribute to the late Dr. W. J. Spillman of the Department of Agriculture, whose work in many ways was closely associated with the development of work in farm management, marketing, and later in the broader field of agricultural economics.

Dr. G. F. Warren of Cornell University traced the early contributions of Dr. Spillman in the nature of farm surveys which later came to be widely adopted as a method of gathering farm management information. E. H. Thomson, President of the Federal Farm Land Bank, Springfield, Massachusetts, who had for many years been connected with the Office of Farm Management of the Department of Agriculture, outlined the origin and work of that unit which was established in 1902.

Dr. C. B. Smith, Chief of Extension Service, Department of Agriculture, formerly associated with Dr. Spillman, outlined the development of economic extension work which has occurred principally during the last decade. He said that "the country is awakening to the need of extension work in economics as never before, but progress can be made only as fast as research facts can be gathered, analyzed, systematized, and set down, and extension agents and the public can be taught the meaning and significance of such economic data."

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FEDERAL JUDGES AGREE AGAINST BOYCOTTING LIVESTOCK COOPERATIVES.

"Three Federal judges uphold Department of Agriculture order to stop boycotting of livestock market cooperatives," the Department announced recently, in a statement by Elton L. Marshall, Solicitor for the Department, explaining the complicated points in a decision rendered recently by Federal judges sitting as special statutory court in the Eastern District of Illinois. The decision is regarded as fundamental and inclusive in upholding the Packers and Stockyards Act. The judges also upheld the provisions of the Federal Marketing Act which were involved in the proceedings and said that the commission men would have to appeal to Congress, not to the courts for modification of this Act.

The decision rendered was one on injunction proceedings brought by the "old line" commission firms operating at St. Louis Stockyards. The order which the court approved was issued last February and ordered the livestock firms to cease and desist from the unfair practice charged. The order also suspended their registration for a period of 90 days. They were able to get a temporary injunction which stayed the suspension provision of the order.

POULTRY COUNCIL TO MEET
IN CONNECTICUT.

The Northeastern Poultry Council with delegates from thirteen states will meet in Waterbury, Connecticut, for its first winter convention, on February 3 and 4. The Council is a delegate organization with representation from Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia and West Virginia. Each state is represented by four men, two being practical poultrymen entitled to vote, while the other two members act only in an advisory capacity. The Council was organized a year ago in New York and has been working to unify the various state programs for improving the poultry business in the section covered.

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NORTH DAKOTA POULTRYMEN
COOPERATE IN KEEPING RECORDS.

Seventy-five North Dakota flock owners in 23 counties are cooperating in a poultry flock record keeping project with their local county agents and the extension service of North Dakota Agricultural College. The project began November 1 last and has for its purpose the increasing of poultry profits, being designed to aid producers in improving management methods and to demonstrate the effect of such improvements on flock incomes. Approximately 16,000 birds are included in the 75 flocks.

Detailed records are being kept by each producer, including egg production, sales of eggs and poultry, value of products consumed, losses and feed cost. Reports are submitted monthly to county agents, and a complete summary of all the records is prepared by the college. Suggestions for increasing the profitability of the flocks through improved feeding and management methods are given each cooperator.

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SHOWS CORN BELT FARMS
HOW TO INCREASE INCOMES.

From \$100 to \$500 a year could be added to the net income of most corn belt farms by changing the cropping system to include more of the crops that pay relatively high net returns per acre, according to M. L. Mosher, farm organization and management department, Illinois College of Agriculture. An analysis of records from hundreds of central Illinois farms, Mr. Mosher says, shows that next to crop yields and livestock efficiency, the proportion of tillable land in the more profitable crops often is the most important factor leading to differences in net incomes between farms.

Most Illinois corn belt farms keep only 50 to 60 per cent of the tillable land in corn, alfalfa and sweet clover, and from 30 to 40 per cent in small grain, timothy and bluegrass. Miscellaneous other crops occupy 10 to 15 per cent of the land. A change to a system providing for from 60 to 70 per cent in corn, alfalfa and sweet clover, and only 20 to 30 per cent of the tillable land in small grain would increase the income a farm as much as \$500 in some cases with average prices, depending on present yields and the size of the farm, according to Mosher.

NEW FERTILIZER LABELING
METHOD TO AID FARMERS.

New regulations that make possible uniform control measures as applied to the labeling of bags containing mixed commercial fertilizers, effective January 1, 1932, will aid farmers in the twelve northeastern states, according to H. D. Haskins, Massachusetts Agricultural Experiment Station.

The new regulations are embodied in a standard form of stencil for use on fertilizer bags, as illustrated in the following example:

100 lbs. net
--
Farmer's Choice
5-8-7
for Potatoes

Guaranteed Analysis
Nitrogen.....5
Available phosphoric acid...8
Water soluble potash.....7
--

(Manufacturer's name and address)

This statement differs from that previously used in that the fertilizer grade is to be included as a part of the trade name in all cases, only whole numbers are to be used in the statement of grade, and the grade is to be stated in the same terms as the minimum guarantee of plant food, - nitrogen, available phosphoric acid, and water soluble potash. The new regulations are expected to make it easier for farmers to select their fertilizer, and to help manufacturers to keep down the cost of making and selling fertilizers. They do not apply to unmixed fertilizing materials or to pulverized animal manures.

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LIVESTOCK DEALERS APPLY
FOR PENNSYLVANIA LICENSES.

More than 500 applications for licenses under the new Livestock Dealers Licensing Act in Pennsylvania, effective January 1, have been filed with the Pennsylvania Department of Agriculture. No fee is charged for the license.

The law, enacted at the recent regular session of the General Assembly, requires the licensing of dealers and brokers in livestock, but does not apply to "any duly incorporated agricultural cooperative association in its dealings with its members," nor to "any person, association, copartnership or corporation who or which does not handle in the aggregate more than 100 animals in any one license year," nor to any butcher or packer who receives animals exclusively for immediate slaughter."

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"FARMERS IN NORTHERN STATES GROW TIMBER AS MONEY CROP" is the title of United States Department of Agriculture farmers' bulletin 1680, just issued. The bulletin contains many "personal experience" records of farmers, giving names, addresses, and results from timber farming.

CALIFORNIA SURVEYS HONEY
MARKETING PROBLEMS.

A field study of honey marketing problems is being made by California College of Agriculture. Two investigators are canvassing the retail stores in Los Angeles, to determine under what conditions California honey reaches the consumer. Study is being made of varieties, grades, standards, size and character of containers, labels, brands, prices, seasonal demands and other factors upon which consumer demand depends. A similar investigation will be made in San Francisco.

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MASSACHUSETTS DAIRYMEN
HIT BY MILK PRICE CUT .

Most Massachusetts dairymen cannot produce milk at present prices and make a profit, according to dairying and marketing specialists at Massachusetts State College. It is estimated that the dairyman must receive more than 6.17 cents a quart in order to make a profit, on the basis of present-day prices and the average production per cow of 5,623 pounds of milk. At this price the dairyman with cows no better than average can pay himself 30 cents an hour for his labor, buy his cows' feed, and pay other expenses of production. Mr. R. E. Moser, of the farm management department of the college, estimates that milk from cows producing more than 9,000 pounds a year will cost about 4.4 cents a quart.

"The present price of about 5 cents delivered paid to producers on some of the larger markets of the state," say H. B. Rowe and E. W. Bell of the department of agricultural economics, "will either squeeze out the inefficient dairymen who cannot produce milk for less than 6 cents a quart, or force milk producers to combine into their own marketing organizations to stabilize market conditions."

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PRODUCE SHIPMENTS SHOW
LARGE INCREASE IN DECADE.

Carlot shipments of fruits and vegetables increased from 744,488 cars in 1921 to a peak of 1,074,069 cars in 1929, and then decreased slightly in 1930 to 1,053,602 cars, according to tabulations by the United States Bureau of Agricultural Economics. The figures do not include motor truck shipments. Shipments of potatoes in 1921 were 218,001 cars, and in 1930 they were 252,411 cars. Celery shipments in 1921 filled 12,623 cars, but in 1930 the shipments totaled 26,411 cars. Shipments of grapes almost doubled during the decade, being 37,816 cars in 1921 and 70,890 cars in 1930. Copies of the tabulation, covering 43 fruits and vegetables, may be obtained from the bureau, Washington, D. C.

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DAIRY FARM MANAGEMENT PROBLEMS will be considered in special sessions for dairymen attending agricultural week, January 26 to 29, at Trenton, New Jersey. "A National Land Utilization Policy as Applied to New Jersey" will be the subject of an address by Dr. Jacob G. Lipman, director, New Jersey Agricultural Experiment Station.

PRODUCE RECEIPTS ON THE COLUMBUS WHOLESALE MARKET

By Chas. W. Hauck
Ohio State University

For the third successive year, the Department of Rural Economics of the Ohio Agricultural Experiment Station has analyzed the receipts of farm produce in trucks on the Producers' Wholesale Market in Columbus. These receipts are reported daily by the Division of Markets of the Ohio Department of Agriculture. The arrivals in the last six months of 1928 and in the year 1929 are recorded in Mimeograph Bulletins 16 and 25 of the Department of Rural Economics, and the receipts in 1930 are set forth in Bulletin 40 of that series.

The volume of fresh fruits and vegetables arriving in Columbus in motor trucks has grown steadily since the inauguration of this reporting service on July 2, 1928. The gradual development of high-speed trucks and the expansion of hard-surfaced highways are exerting a marked influence on methods of marketing and transportation and, in the particular market under consideration, have resulted both in an increase in the arrivals by truck and in an extension of the area from which supplies are drawn.

This expansion doubtless may also be traceable to the long-continued drought affecting nearby sources of supply in 1930. The reduction of local supplies, due to unfavorable growing conditions, apparently encouraged shipments from greater distances and from sources seldom drawn upon. Several Ohio counties that usually are important sources of supply for Columbus furnished only small quantities in 1930. Uncertain marketing conditions may also have been responsible for some producers driving unusual distances in the hope of finding a favorable selling situation.

During 1930, 58 Ohio counties and seven states outside Ohio furnished supplies in motor trucks on this market. Trucks from Michigan were reported regularly during the height of the season, bringing mainly fruits and celery. Two truckloads of green beans arrived from North Carolina and one truckload of pecans was received from Mississippi.

Refrigeration may, in the near future, expand even further the territory furnishing supplies in trucks in so-called "local" markets, such as Columbus. In 1930 at least one truckload of produce arrived from northern Ohio in a truck with refrigerated body. Thus far in this territory the refrigerated truck seems to have been looked upon as being only in the experimental stage, and yet, if this means of transportation of perishables proves effective and economical, it may very easily have far-reaching influences on the marketing of these commodities.

Two hundred and seventy trucks carrying more than two million pounds of produce arrived from states other than Ohio. This represents 2.4 per cent of the truckloads and 10.6 per cent of the produce, a much larger volume than in either of the years previously recorded. In quantity and in value, tomatoes led the list of truck arrivals in 1930. Tomatoes, corn, potatoes, apples, cantaloupes and cabbage accounted for 53 per cent of the volume received in trucks.

NEWS IN BRIEF

A CONTINUED DECREASE in farm mortgage loans by principal lending agencies in October and November is reported by the Bureau of Agricultural Economics. Federal land bank loans outstanding at the end of November were \$1,167,000,000, a reduction of \$4,000,000 as compared with October. Loans of forty life insurance companies totaled \$1,527,000,000 at the end of October, or \$3,000,000 less than at the end of September.

DEALERS AND SHIPPERS buying eggs on a graded basis have increased in number approximately 75 to 80 per cent during the past year, says W. D. Termohlen, extension specialist in poultry and egg marketing, Iowa State College.

FARM SENTIMENT does not appear to be unduly depressed despite present financial hardships, says the Bureau of Agricultural Economics in its January issue of the "Agricultural Situation". With respect to the general economic state of affairs, says the bureau, "it is significant that the farm has come to be an attractive place this winter simply because it has an abundance of the elemental necessities of life - food, fuel, and shelter."

PRELIMINARY ESTIMATES indicate a total gross farm income of \$6,920,000,000 from the farm production of 1931, or 26 per cent less than the gross returns of \$9,300,000,000 from the production of 1930 and 42 per cent below that of 1929, according to the Bureau of Agricultural Economics. This estimate includes the value of farm products sold and farm products consumed in the farm home.

THE INDEX of the general level of farm prices on December 15, 1931 was 66 per cent of the 1910-14 average, or 5 points below the index on November 15, and the lowest figure yet recorded by the Bureau of Agricultural Economics.

AN INCREASING number of farmers in widely scattered communities (Illinois) were using finance companies and private money lenders, paying interest rates in some cases as high as 42 per cent a year, reports Illinois College of Agriculture following a survey of changes in the farm credit situation between the years 1929 and 1931. The survey covered 80 counties in Illinois.

A STRONG ORIENTAL DEMAND for American cotton raised the index of exports of principal agricultural products to 137 for November, a gain of 11 points over exports for November 1930, says the Bureau of Agricultural Economics. Exports of most other products fell off, however, and the index for all commodities except cotton was 114, a new minimum for the month of November.

A STUDY of blocking and harvesting devices in California and Colorado, in an effort to lower the cost of producing and harvesting the sugar beet crop by substituting mechanical methods for imported labor, is being made by the Federal Bureau of Agricultural Engineering.

RESULTS OF A SURVEY OF IOWA'S POULTRY INDUSTRY are reported by Iowa College of Agriculture in Circular 133, recently issued. The circular contains statistics and graphs dealing with production and market outlets.

"FLAX PRODUCTION IN ARGENTINA," by H. L. Bolley, is the title of Bulletin 253, recently issued by North Dakota Agricultural College.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 20, 1932

Vol. 12, No. 3

NEW JERSEY REPORTS RESULTS
OF FARM TAXATION STUDY.

How taxes on New Jersey farms have risen from 82 cents an acre in 1915 to \$2.61 an acre in 1930 is shown in a new bulletin of tables, charts, and comment, just issued by New Jersey Agricultural Experiment Station. The figures are based on records from nearly 1,000 farms in 16 counties and 75 townships of the State.

Of 79 representative rented farms for three successive years beginning in 1925, taxes took an average of 47.8 per cent of the net farm income, and the owner was left an average annual return of 2.59 per cent on his capital. On more than 1,000 farms from 1924 to 1930 inclusive, taxes took from 8 to 92 per cent of the net income, whereas prior to the World War taxes on more than 1,000 representative farms took from 6 to 14 per cent of the net farm income.

The authors, Prof. A. B. Waller and Harry B. Weiss, declare that "taxes imposed upon American farmers are not in proportion to their ability to pay, and in New Jersey farm real estate taxes have increased faster than they have in the United States. The disproportionately heavy taxes are due mainly to the fact that farmers carry the burdens of other taxpayers."

Copies of the bulletin may be obtained from New Jersey Agricultural Experiment Station, New Brunswick, N. J.

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IOWA FORMULATES NEW
TYPE OF FARM LEASE.

A new type of leasing arrangement, in which the cash rent actually paid varies with the prices the tenant receives for his products, has been worked out by the agricultural economics department of Iowa State College.

Millard Peck, describing the new type of lease, says that "the index number of Iowa farm products would be used as the basis for adjusting the amount of cash rent. Based on past experience, the sliding scale of cash rents worked out by the Iowa economists indicates that when the prices of farm products have an index number of 150, the rent would be about \$8 an acre. When prices decline so that the index is around 100, as during 1910 to 1914, the rent would be about \$5.25 an acre.

"The plan is general and the amount of rent which any individual farm should command will vary with the fertility of the soil, farm improvements, closeness to markets, schools and other factors. In all cases, however, it would be possible to signify in the cash lease that the amount paid shall be adjusted annually according to the prices of farm products. The index number is worked out for Iowa farm products each month by the agricultural economics department."

MARYLAND REVIEWS CANNING
HOUSE INSPECTION SERVICE.

Government licensed inspectors were assigned to inspect tomatoes on a graded basis at 27 points in Maryland during the 1931 canning season, by Maryland Department of Markets. Representative lots from each load of tomatoes delivered to a factory were sorted into three grades: U.S. No. 1, U.S. No. 2, and culls. The percentage of tomatoes of each grade in every load was determined in this manner on a weighed percentage basis and growers were paid accordingly.

Heretofore, the common practice in Maryland had been to pay a flat price for the tomatoes irrespective of grade, but this season the majority of the canners who bought tomatoes on a graded basis paid at the rate of 150 per cent of the basic price for U. S. No. 1's, 75 per cent of the basic price for U.S. No. 2's, and nothing for culls.

Of the total production of canning house tomatoes amounting to 4,900,000 baskets, 782,491 baskets were purchased and delivered to factories on the basis of U.S. grades, of which approximately 90 per cent were No. 1's and No. 2's, and the remainder culls. Of the 13,600 loads of tomatoes delivered, 3,000 loads contained no culls.

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CALIFORNIA REPORTS CHANGES
IN ECONOMICS PERSONNEL.

The appointment of Dr. Murray Reed Benedict, formerly lecturer in economics at Harvard University, as agricultural economist at the Experiment Station and agricultural economist at the Giannini Foundation of the University of California, has been announced. Dr. Benedict has been assigned the responsibility of developing the field of agricultural finance at that institution.

Announcement has been made also of the appointment of Dr. Howard James Stover as assistant agricultural economist of the Giannini Foundation, and assistant agricultural economist in the Experiment Station of the California College of Agriculture. Dr. Stover was instructor in prices and statistics in the department of agricultural economics, Cornell University.

Francis R. Wilcox was appointed on September 15 last, as extension specialist in marketing in the agricultural extension service of the University of California. Dr. Elzer Des Jardines Tetreau, associate professor of rural economics at Ohio State University, is on leave of absence for six months with the Guannini Foundation, for the purpose of making a survey of cooperative buying in California.

Dr. Heinrich Stippler, engaged in research work at Montana State College, joined the staff of Giannini Foundation, January 10, on temporary appointment, to cooperate with members of the Foundation staff in making translations of certain German writings in agricultural economics.

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NORTH DAKOTA FARMS
SHOW INCREASED SIZE.

The average size farm in North Dakota has shown a general upward trend in number of acres from 382 acres in 1910 to 466.1 acres in 1920 and 495.8 acres in 1930, according to census figures assembled by Dr. P. F. Trowbridge, director, North Dakota Experiment Station.

LOUISIANA ISSUES OUTLOOK
FOR AGRICULTURAL INDUSTRY.

"Farmers should look for price advances to result from reduced supplies rather than from the immediate restoration of business activity and domestic demand," says Louisiana State University in a report on the "Louisiana Farm Outlook for 1932," just issued.

"In appraising the domestic demand prospects for 1932-33," according to this report, "farmers should bear in mind that business conditions will continue to be dominated, as they have in the past year, by political events abroad and by Federal efforts to improve conditions in this country. Foreign demand conditions are generally unfavorable, as depression has progressed to a point of acute distress, with industrial activity in foreign countries at a low level. Great Britain's departure from the gold standard, followed by an apparently stable stand of the pound sterling at approximately 20 per cent under its value on the gold basis, has been a stimulus to British trade and industry. International understandings between France and the United States, Italy and the United States, France and Germany, and Italy and Germany, may bring about a much desired improvement of Germany's unfavorable financial condition."

KENTUCKY FINDS PAST PRICES
INFLUENCE BURLEY ACREAGE.

The acreage of Burley tobacco is largely determined by the price at which tobacco sold during the two preceding years, the University of Kentucky has found in a study of factors affecting the price of white Burley tobacco, the results of which have been published in Bulletin 323 by that University. The gross value of the total production is a given year, according to the University, tends to be large when the crop is large and small when the crop is small. Phases of the subject covered by the bulletin include changes in production, acreage and yield per acre; changes in consumption; yearly fluctuations in production; trends in Burley tobacco prices; growers' response to price, and the relation of size of crop to total value. Copies of the bulletin may be obtained from the University of Kentucky, Lexington, Ky.

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RUSSIAN WHEAT CROP POOR
IN YIELD AND QUALITY.

The 1931 wheat crop in Russia may definitely be considered a poor one, according to Assistant Agricultural Commissioner Christy at Berlin, in a report to the Federal Bureau of Agricultural Economics.

"Although yields of winter wheat were fairly satisfactory, much of the spring wheat acreage, which is more important, failed to make a crop, principally because of drought," Mr. Christy says. "The earlier harvested winter wheat enabled the Russians to ship heavily in the first part of the 1931-32 season, but apparently the winter wheat crop was disposed of rapidly and as exports became more dependent upon spring wheat, there was naturally a reduction. Not only was the yield of spring wheat disappointing, but the quality appears to have been below average."

MARKETING MILK IN THE NORTH JERSEY METROPOLITAN AREA

By W. G. Meal

New Jersey College of Agriculture

Basic information concerning the volume and type of milk handled in the North Jersey metropolitan area, and the origin of the milk supplies sold, was obtained by means of a detailed survey in cooperation with producers and distributors for the twelve months period ending June 30, 1928. In this metropolitan market approximately 11,123,000 forty-quart cans of 3.5 per cent milk equivalent were used during the period June 1927 to July 1928. Approximately 88 per cent of the total amount was utilized for fluid purposes. The remainder, about 12 per cent, was utilized in the manufacture of ice cream. Only a small proportion was manufactured into butter and cheese.

For the period studied the total receipts of milk in this market constituted about 20 per cent of the total quantity of milk received in the entire New York metropolitan district of which the North Jersey metropolitan area is a part.

Of the milk used for fluid purposes in this North Jersey district, grade B milk constituted about 59 per cent of the total and grade A milk represented approximately 21 per cent. Milk converted into fluid cream represented 19 per cent, while sales of certified milk were about 131,000 cans or approximately 1 per cent of the total. The proportion that grade A milk constituted of the total volume of milk used for fluid purposes varied considerably among different communities in this area. In some cases the proportion was as high as 50 per cent, while in others it was extremely small. On the average, sales of grade A milk were about 34 per cent of the grade B sales. This ratio was probably somewhat larger than that for the entire New York metropolitan market. In general, this would seem to indicate that there is an appreciable demand for high quality milk in the North Jersey metropolitan area.

This study indicates that nearly 90 per cent of the total volume of milk used for fluid purposes, including fluid cream, during the year ending June 30, 1928, was pasteurized. Of the fluid milk actually sold under the grade A and grade A classifications, about 86 per cent was pasteurized. During this period 1,070,000 cans of raw milk, not including 131,000 cans of certified milk were sold in this market. Of this amount, 891,000 cans, or approximately 83 per cent, were handled by dealer-producers. The study indicates that there is a gradual reduction in the number of dealer-producers operating in this area.

Approximately 39.5 per cent of the total amount of milk sold in the North Jersey metropolitan area during the year ended June 30, 1928, was produced within New Jersey. Thus, the larger proportion, approximately 61 per cent, of the milk sold in the North Jersey metropolitan area originated in other nearby states. Of these states, New York and Pennsylvania together furnished more than 5,000,000 cans of milk, or about 46.6 per cent of the total milk supplies handled in the North Jersey metropolitan area during 1927-28. Receipts from all other states constituted about 14 per cent of the total and were largely used for ice cream and ice cream purposes.

NEWS IN BRIEF

FARM EMPLOYMENT is the lowest in thirteen years of statistical record by the Federal Bureau of Agricultural Economics. The demand for farm hands is only 60.5 per cent of normal, but the supply is 120.9 per cent of normal, making the ratio of supply to demand, 199.8 per cent in the bureau's index.

SUBSTITUTING a 1,500 watt electric lamp for the sun, L. R. Streeter and G. W. Pearce, chemists at the State Experiment Station at Geneva, New York, have succeeded in coloring McIntosh apples as completely as though the fruit had developed under favorable natural conditions. The achievement is regarded as a useful laboratory method for studying the development of color in fruit.

THREE NEW HYBRID STRAWBERRIES, the Bellmar, Southland, and Redheart, are being introduced by the U. S. Department of Agriculture for trial by growers. The new varieties are adapted to distinct localities and to different purposes. A new variety, named "McClintock", especially adapted to Tennessee soil and climate, has been announced by the University of Tennessee experiment station.

THE NUMBER OF COWS milked on farms is increasing, the farm prices of dairy products are relatively high as compared with grain and feed prices, and the outlook therefore is for milk production in the coming months larger than in the corresponding months of 1931, according to Nils A. Olsen, chief, Federal Bureau of Agricultural Economics, addressing the National Dairy Federation at Chicago, December 3. Mimeographed copies of the address may be obtained from the bureau.

FACTORS related to acreage, production, and prices of potatoes in Florida are described by L. H. Bean, Federal Bureau of Agricultural Economics, in a mimeographed report issued by that bureau. The paper is a summary of outlook talks presented to growers in La Crosse and Hanstings, Florida, in November, 1931.

FARM PRODUCTION COSTS as affected by mechanical farm equipment are discussed by C. L. Holmes, Federal Bureau of Agricultural Economics, in a mimeographed report just issued by that bureau, being a copy of an address before the American Association of Agricultural Engineers at Chicago, November 30, 1931.

TEN REASONS why screenings should be separated on the farm and fed to livestock are contained in a mimeographed report on that subject, recently issued by the United States Department of Agriculture. The authors are E. W. Sheets of the Bureau of Animal Industry, and E. G. Boerner of the Bureau of Agricultural Economics.

THE TWENTY-THREE most profitable of 114 farms in the winter-wheat and dairy area neighboring St. Louis earned \$2,206 more than the 23 least profitable, according to a survey of management factors that influence farm profits in Southwest Illinois, made by Illinois College of Agriculture. Bulletin 374 has been issued by the college on the subject.

AIR-WAVES NEWS

The National Farm and Home Hour, during which United States Department of Agriculture representatives report current agricultural news, is now being carried daily, except Sundays, on a network of 46 associate NBC radio Stations. Talks by members of the Bureau of Agricultural Economics have become a distinct feature of the program, their popularity attested by the numerous requests received by the bureau for copies of the addresses. Mimeographed copies of recent talks on economic subjects are now available, as follows:

"The Price Situation," by Dr. O. C. Stine, December 15.

"December Crop Report," by S. A. Jones, December 17.

"1931 Vegetable Production Estimates," by Paul L. Koenig, December 18.

"General Summary of December Crop Report," by W. F. Callander, December 17.

"Tobacco Production 1931," by John A. Hicks, December 18.

"1931 Fruit Crops," by S. R. Newell, December 18.

"Winter Wheat and Rye Sowings for 1932 Harvest," by W. F. Callander, December 19.

"The December Pig Survey Report," by C. L. Harlan, December 23.

"December Grain Markets," by G. A. Collier, December 28.

"Farm News from Foreign Lands," by L. A. Wheeler, January 5.

"December Dairy Markets," by L. M. Davis, December 30.

"December Feed Markets," by F. J. Hosking, December 30.

"The December Poultry and Egg Markets," by Roy C. Potts, December 30.

"The Farm Business Year, 1931," by Nils A. Olsen, December 31.

"The Hay Markets," by W. A. Wheeler, January 6.

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PUBLICATIONS

(Bureau of Agricultural Economics Mimeographs)

"Marketing Louisiana Strawberries, 1931 Season," by R. L. Sutton.

"Marketing Lower Rio Grande Valley Cabbage Crop, 1930-31 Season," by C. D. Schoolcraft.

"Marketing Imperial Valley Lettuce, 1931 Season," by A. E. Prugh and L. T. Kirby.

"Marketing Texas Vegetables, 1930-31 Season," by C. D. Schoolcraft.

"Estimated Numbers of Apple Trees by Varieties and Ages in Commercial Orchards in Idaho, January 1, 1928."

"Estimated Numbers of Apple Trees by Varieties and Ages in Commercial and Farm Orchards in Colorado, January 1, 1928."

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ENGINEERS of the United States Department of Agriculture have made more than 1,000 tests of cotton obtained from several of the Southern States, at a cotton-ginning laboratory at Stoneville, Mississippi, in efforts to improve cotton-ginning methods. The tests cover various moisture conditions of the raw material and various speeds of the saws. Engineers also developed a new type of cotton drier for use of growers and finners.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 27, 1932

Vol. 12, No. 4

ANNUAL OUTLOOK CONFERENCE OF FARM ECONOMISTS MEETS.

Agricultural economists in research and extension work from thirty-eight States are in annual farm outlook conference at Washington this week with representatives of the U. S. Department of Agriculture. The conclusions of the conferees, covering more than forty farm crops and classes of livestock, will be released to the press and for radio broadcasts by the Bureau of Agricultural Economics on February 1.

The Federal economists for several weeks have been bringing together for discussion at the conference all available domestic and foreign information bearing on the current situation in wheat, cotton, dairying, livestock, and other specific farm industries. Information bearing on the foreign demand for American farm products has been assembled through the foreign service of the Bureau of Agricultural Economics, which has agricultural commissioners and other representatives in a dozen world capitals to observe and record the course of world agricultural events. Volumes of charts have been prepared by the bureau, also, to present graphically what is occurring in agriculture.

This is the tenth annual outlook conference held at Washington. The first was in 1923. The work was founded on the principle that farmers must have complete economic data with regard to production and demand throughout the world if they are to adjust their industry to current economic needs. This principle has been adopted universally by agricultural extension, educational and service agencies.

The report on the outlook will deal with the production and demand situation from a national point of view, and is intended primarily as base material for use by State agricultural colleges and cooperating agencies in determining the local and regional farm economic outlook. The various State colleges will hold outlook meetings following the Washington sessions, for that purpose, and they will issue State reports and hold meetings with farmers, to discuss proposed farm industry adjustments in the light of prospects for specific farm commodities.

The State colleges last year held more than 12,000 local outlook meetings from the close of the Washington conference up to planting time and the meetings were attended by more than 800,000 farmers. Federal and State economists hold that the outlook work has been strikingly effective in preventing a more serious condition of agriculture than that which now exists, in that farmers have been induced to make gradual economic adjustments in their various lines of production. They are hopeful that farmers this year will bring their industry into even closer relationship with prospective demand.

SMITH IS DESIGNATED AS
ASSISTANT DIRECTOR.

Dr. Clarence Beaman Smith, chief of the Office of Cooperative Extension Work, Extension Service, who has been associated with the extension work of the U. S. Department of Agriculture since the inception of that work and who has had an active part in its development, has been designated by Secretary Hyde as Assistant Director of Extension Work, effective as of January 11. Under this arrangement, Dr. Smith will, in addition to continuing as chief of the Office of Cooperative Extension Work, assist Dr. C. W. Warburton, director of extension work in the administration of the department's extension activities, and in the absence of the director he will act as director.

The Office of the Director of Extension Work consists of these three units - the Office of Cooperative Extension Work, the Office of Motion Pictures and the Office of Exhibits. Director Warburton will now be able to give his attention primarily to extension policies, legislation, inter-departmental and inter-bureau extension relationships, and other major matters relating to extension work.

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NEW JERSEY CONVENTION OPPOSES
REORGANIZATION OF DEPARTMENTS.

Opposition to the agricultural plan of Governor A. Harry Moore of New Jersey to include the State Department of Agriculture and the State Agricultural Experiment Station in his reorganization of State departments was expressed in a resolution adopted at the Seventeenth Annual State Agricultural Convention at Trenton, New Jersey, this week. The resolution said that the delegates "oppose any change in the set-up" of these two bodies.

Another resolution asked that, with the exception of an experimental herd at the Agricultural Experiment Station, all herds of cattle owned by State institutions be disposed of. It asked that milk and cream for institutions be bought from New Jersey dairy farmers.

Endorsement of the recent organization by William B. Duryee, State Secretary of Agriculture, of a committee to study rural government was expressed in another resolution. It requested that the committee develop a program for retrenchment of costs and for greater governmental efficiency. The convention also expressed its approval of a legislative bill designed to cut the license fee for farmers' auto trucks by one-half. In another resolution, the convention requested that former State Senator David H. Agans, master of the State Grange, be reappointed to the State Board of Tax Appeals

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PENNSYLVANIA ROUNDS UP
FOOD LAW VIOLATORS.

One hundred and seventeen prosecutions for the violation of pure food and other agricultural laws are reported by Dr. James W. Kellogg, director, Pennsylvania Bureau of Foods and Chemistry, for the month of December.

There were 20 cases where butter containing excessive moisture, was being sold. Selling eggs as fresh which were not fresh brought 25 prosecutions. Attempting to sell milk, cream and cocoa milk deficient in butter, resulted in fines for 13 dealers.

CONNECTICUT ISSUES REGULATIONS
UNDER FRESH EGG SALES LAW.

The Connecticut Legislature at its 1931 session enacted the following fresh egg sales law:

"Section 1. No person shall sell, offer for sale or advertise for sale as fresh eggs, strictly fresh eggs, hennery eggs or newlaid eggs or, under words or descriptions of similar import, any eggs which are not fresh. No egg shall be deemed to be fresh which does not meet the following standards of quality for fresh eggs: Air cells not over one-fourth of an inch deep, localized and regular; whites, firm and clear; yolks allowed to be visible; no visible germ development. The final determination as to meeting these requirements shall be made by candling.

"Section 2. Any person, firm or corporation which shall violate any provision of this act shall be fined not more than twenty-five dollars for the first offense and not more than one hundred dollars for each subsequent offense.

"Section 3. The commissioner of agriculture shall enforce the provisions of this act."

Commissioner of Agriculture S. McLean Buckingham has issued the following regulations under this act:

"Labeling of Eggs. Section 2453 of the General Statutes relates to the sale of eggs and prescribes how eggs of various classes therein named shall be labeled. The intent of the statute is that eggs sold or offered for sale shall be labeled and invoiced in a manner that is informative of their character. It is recognized, however, that there are at times in the channels of trade, eggs that are not properly designated by the terms named in the statute; i.e., 'cold storage eggs', 'preserved eggs' or 'incubated eggs', and that do not have the characteristics necessary to warrant designation as 'fresh eggs'.

"For the guidance of the trade, and to relieve the uncertainty that has arisen as to an acceptable labeling for eggs of this type and class, it is held that an adequate designation for such eggs will be the unqualified name 'eggs'. The understanding of this term is that eggs so designated do not conform to the specifications laid down for 'fresh eggs' (Chap. 124, P.A. 1931) and are not 'cold storage', 'preserved' or 'incubated', but are, nevertheless, wholesome and edible eggs."

James Gwin is in charge of turkey inspection work and the inspections made under the new Connecticut fresh egg sales law.

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INDIANA USES FILM STRIP IN
SPREADING ECONOMIC INFORMATION

A film strip, entitled "Basic Economic Information for Indiana Farmers," has been prepared by the Extension Department of Purdue University for use by county agents in presenting underlying economic facts to Indiana farmers. This strip consists of 42 slides divided into five parts as follows:

"Price trends and factors influencing price changes; production and price cycles; changing food habits affect economic conditions; international trade, a factor in determining economic conditions and prices; production practices may be adjusted to take advantage of seasonal price changes."

A 17-page mimeographed circular explaining and interpreting each chart and discussing the underlying economic principles and application has been prepared to accompany the film strip.

NEW YORK REPORTS ON SURVEY OF MILK DEALER'S MARGIN.

The milk dealer's margin on a quart of class 1 grade B milk has varied from 8.3 to 8.8 cents during the period from 1922 to 1931, according to studies at New York State Department of Agriculture, reported by Kenneth Hood of the Department of Agricultural Economics. This margin includes all of the handling and transportation costs from the time the milk is received at the country plant until it is delivered to the consumer's door.

The price of class 1 milk to the farmer increased from 5.6 cents in 1924 to 7.4 cents a quart in 1929. The retail price was fourteen cents a quart in 1924, advanced to 16 cents in 1929, and was at 14.7 cents in 1931. The distributor's margin has remained constant or has increased from year to year. The class 1 price, he points out, has varied up and down with retail prices but there has been an increasing spread between them.

Distribution costs have remained high, it is reported, because they are largely fixed charges which can be reduced but slowly and with difficulty. Interest, depreciation, and taxes are not lowered as prices fall. The most important of these continued high costs is wages, since distribution costs are largely in wages. And wages, he explains, always lag behind prices; when prices rise, wages rise slowly and when prices fall, wages tend to remain high. Since costs remain high when prices fall and are adjusted slowly, Hood says, the best hope for lower costs is to increase efficiency and to cut out wasteful practices in distribution.

Mr. Hood quotes the items of expense that make up the dealer's margin, as prepared by Professor Leland Spencer of the College of Agriculture, for 100 pounds of milk: country plant operation, forty cents; freight, fifty-three cents; trucking from terminal, nine cents; pasteurizing plant operations, seventy-four cents; delivery and collections, two dollars and eleven cents; net profit, fourteen cents; and total cost, four dollars and one cent. Figured on a per cent basis these costs are: ten per cent for country plant; thirteen per cent for freight; two and two-tenths for trucking; eighteen and one-half for pasteurizing; fifty-two and six-tenths for delivery and collections; and three and one-half per cent for net profit.

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CALIFORNIA REVEALS PROFIT FACTORS IN NAVEL ORANGE.

The following are some pertinent findings brought out by a study of the factors that make for profit and losses in the growing of navel oranges, made by California College of Agriculture in Tulare County, California:

"The 'profitable' group of orchards had a yield of about 100 more boxes per acre than the 'loss' group. In addition, the 'profitable' group received a higher price per box by 26 cents than the 'loss' group.

"The 'profitable' group with the heaviest yield and highest price per box used more water, more nitrogen in fertilizers, more organic matter per acre, and had a greater percentage of the acreage cover-cropped than the 'loss' group.

"The 'profitable' group produced fruit for \$1.26 per box while the 'loss' group had a cost of \$2.01 per box. The average cost in all the groves was \$1.73."

SECRETARY HYDE DISCUSSES
FARM MECHANIZATION.

"In certain areas," says Secretary Hyde in his 1931 annual report to the President, "mechanization has greatly increased the size of farms and the investment per farm. It has been suggested that this development may foreshadow an increase in corporation farming as distinguished from family farming. Mechanization, however, does not necessarily involve corporation farming or absentee ownership. It is quite consistent with the family-sized farm, though it may make that farm larger. Much interest has been manifested since 1920 in large-scale farming, corporation farming, 'chain' farming, and the like. A few conspicuous developments have taken place. But the movement toward the consolidation of holdings and toward farm operations on a large scale has not gone far. For the present the subject is interesting mainly in its potentialities.

"Large-scale farming as yet is a very minor thing in American agriculture. The capital value of all corporation farms that made income-tax returns in 1924 was only 2.7 per cent of the total capital value of all the farms of the Nation. Some increase has taken place since 1924 in corporation farming, but the developments have not been spectacular. More remarkable is the change that has taken place since the war in the size of the family-farm unit, particularly in the Great Plains and in the newer cotton areas. The same tendency, though less pronounced, is evidenced in parts of the western Corn Belt. By enabling the family labor supply to cover more land, power machinery tends to conserve rather than to destroy the family-farm system. Long life is probable for the family-sized farm, because the nature of farming does not admit of the standardization necessary to the economical employment of large labor force. Farms have increased in size in the United States in recent years without any corresponding increase in the amount of human labor employed per farm, but rather with a tendency in the opposite direction.***"

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CALIFORNIA CITES AID
GIVEN BY FARM ADVISORS.

Farm advisors in forty agricultural counties of California conducted 1,990 meetings in which 94,869 persons participated during the past year, and to whom definite and concrete information in farm economics, for practical application on the farm, was imparted, according to Professor B. H. Crocheron, Director of Agricultural Extension, California College of Agriculture.

That California farmers urgently feel the need for this information for the successful conduct of their business, he says, particularly in times of economic readjustment, is clearly indicated in the figures attesting the expansion in farm economics meetings and attendance since 1927.

In that year, 739 meetings were held, reaching an attendance of 33,589. The following year, the number of meetings increased to 1,122 with an attendance of 56,421. In 1929, 1,470 meetings were conducted by county farm advisors, in which 76,197 persons took part. During 1930, including activities in which assistance was given to the Federal Farm Board in setting up the grape control plan, 1,880 meetings included an attendance of 93,712. The programs presented at these meetings have all been aimed in the direction of aid to the California farmer along farm economics lines.

NEWS BRIEFS

RESULTS of a study of the cost of producing field crops in the Salt River Valley, Arizona, 1928, have been released in Bulletin 139 by the University of Arizona, Tucson, Arizona. The survey covers costs of growing short staple cotton, Pima cotton, alfalfa, and wheat.

A PRACTICAL SET OF GRADES for sweet corn for canning is being drafted by the Bureau of Agricultural Economics at the request and with the help of canners and growers. Studies in this field last year were concentrated to a few factories in Illinois and in Maine.

THE FIFTIETH ANNUAL REPORT for the fiscal year ended June 30, 1931, of the New York State Agricultural Experiment Station at Geneva, New York, has been issued by that Station.

ILLINOIS COLLEGE OF AGRICULTURE says that Illinois now leads all States in number of tractors on farms with a total of 69,628 tractors.

A MIMEOGRAPHED list of the printed publications issued by the Federal Bureau of Agricultural Economics, as of January 1932, may be obtained from that bureau.

RECENT SUMMARIES of market deals have been issued by the Bureau of Agricultural Economics, in mimeograph, as follows:

- "Marketing Florida Strawberries, 1931 Season," by R. Maynard Peterson.
- "Marketing Louisiana Strawberries, 1931 Season," by R. L. Sutton.
- "Marketing Arizona Lettuce, Spring Season 1931," by A. E. Prugh.
- "Marketing North Carolina Strawberries, 1931 Season," by A. M. McDowell.
- "Marketing Eastern Shore Strawberries, 1931 Season," by V. H. Nicholson.

"SMUTTY WHEAT" is the title of mimeographed reports just issued by the Bureau of Agricultural Economics. Report No. 15 is a "quarterly summary compiled from monthly reports of grain graded by inspectors licensed under the U. S. Grain Standards Act from the Office of Federal Grain Supervision, for the quarter, - April, May, and June, 1931", and Report No. 16 gives a summary for five crop years beginning July, 1926.

BETWEEN December 8, when it was started, and January 11, the Burlington County (New Jersey) market at Mount Holly sold \$10,235 worth of poultry meat. This is an auction operated by the Burlington County auction Association of more than 140 members. Buyers came from Elizabeth, Perth Amboy, Trenton, Jamesburg, Camden, and Elmer to bid for fowls of all meat styles. Buyers pay cash for poultry and the auction market mails checks to members the next day.

STATE AND FEDERAL LEGISLATION enacted in 1931 is summarized in a mimeograph report, copies of which may be obtained from H. F. Fitts, Bureau of Agricultural Economics, Washington, D. C. This report was prepared by Mr. Fitts as chairman of the Committee on Legislation for the National Association of Marketing Officials. It was presented at the Thirteenth Annual Meeting of that Association at Washington, December 28 to 30, 1931.

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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 3, 1932

Vol. 12, No. 5

THE 1932 FARM OUTLOOK

Reduced market demand for farm products, due to the worldwide depression, and falling prices are putting on farmers the necessity of curtailing cash outlays, it is pointed out in the annual outlook report issued on February 1 by the Bureau of Agricultural Economics, following its annual conference with State research and extension economists.

The bureau tells farmers that they must look to increased activity in the automobile, iron, steel, and construction industries for first signs of general improvement in the domestic demand for farm products. Foreign business in farm products is said to be hampered by trade restrictions and increased agricultural production abroad.

"The collapse of commodity prices," according to the bureau, "has reduced farm incomes to the lowest figure in a generation and has left farmers with a mountainous load of debt and fixed charges. Land values have slumped seriously. The domestic business depression has created a situation of low demand for farm products. Even more serious is the loss of an important part of the foreign market for our wheat, pork, tobacco, and to some extent cotton."

Some far-reaching shifts in lines of farming are foreseen by the bureau as a result of all these conditions. It is pointed out, however, that through this trying time agricultural production has been held stable and the producing plant is geared to a normal output for 1932.

A contraction of farm credit in the United States is reported, but it is pointed out that except in individual cases where farmers need more credit than usual to meet current fixed charges, credit needs have been reduced by production economies and a "live-at-home" program. Farm labor is abundant at low wages, there has been a slight decline in retail prices of farm machinery, and fertilizer prices are down from a year ago.

The bureau reports evidence of a downward adjustment in wheat production, world acreage, except in Russia and China, showing a notable decline for the first time in seven years. The exportable surplus of the United States as of January 1 amounted to about 300,000,000 bushels compared with 230,000,000 bushels as of January 1, 1931, but the surplus actually available for export in the current season is much smaller on account of large Stabilization Corporation holdings.

Cotton production outside the United States has been materially reduced; prices of Indian and Chinese cottons have risen in comparison with prices of American cotton, and mills are turning more to American cotton in place of these foreign growths, according to the report. The bureau

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

adds that "consumption of American cotton has apparently been larger so far this season than in the corresponding months of last season."

The total supply of corn at the beginning of the 1931-32 season (November 1) including carryover, was 24 per cent more than last year's short supplies, but this is offset to some extent by the smaller supplies of most other feed crops. The domestic demand for corn has been restricted by large supplies in normally deficit producing areas, the small quantity of corn used in manufacture, the low price of wheat, and the low purchasing power of farmers in those areas where supplies are shortest.

The dairy industry is reported in a relatively more favorable situation than most other farm products, prices of dairy products the past two years having declined less than the average for all farm products by some 30 per cent. Dairy prices have followed approximately the price level for all commodities whereas farm products as a group have fallen far below that level. Likewise, feed prices have fallen much lower than dairy prices.

The stimulus for expanding dairy production therefore is twofold, says the bureau. First, the returns from this enterprise have continued to be relatively better than from alternative enterprises, and, second, there is sufficient margin between feed costs and the price of dairy products to make possible the advantageous utilization of farm grown feeds in this enterprise. It is pointed out, however, that this expansion may result in burdensome surplus, and deprive the industry of its present relatively favorable position.

There were more cattle in the United States on January 1, 1932 than on the same date a year ago, but fewer cattle on feed for market. Total supply of cattle for slaughter the first six months of 1932 is about the same as was available for the first half of 1931. Increase in slaughter the latter half of the year over that of a year earlier depends on forced liquidation or on prices sufficient to attract increased marketings of cows and heifers.

"Unfavorable factors confronting Corn Belt hog producers in the marketing year 1932-33," says the bureau, "are an expanded hog production in the South and West, increased numbers of cattle on farms, and continued large slaughter of sheep and lambs. Favorable factors are decreased hog production in the Corn Belt and decreased European hog production in 1932.

"Continued high world wool production in the face of reduced consumer demand and falling general commodity price levels have resulted in an almost continuous decline in wool prices from 1928 to the beginning of 1932. The prospective demand for wool both in this country and abroad depends principally upon the trends of industrial employment and consumer incomes."

A reduction of five per cent in the number of hens and pullets in farm flocks on January 1, 1932 as compared with the same date last year is reported. Commercial flocks on the Pacific coast also show a large decrease in numbers. This indicates smaller market supplies of poultry and smaller egg production.

The tobacco situation is reported to be characterized by large supplies of leaf, a diminishing rate of consumption of tobacco products, declining exports, and very low prices to growers.

NORTH DAKOTA GIVES RESULTS
OF WOOL MARKETING STUDY.

The important factors determining value of wool for manufacturing purposes are grade (chiefly diameter of fiber), condition (chiefly shrinkage), and character (spinning quality), says North Dakota Agricultural College in a report of a study of wool marketing, just issued as Bulletin 252 by that college.

It is stated that the cost of marketing wool per pound through the North Dakota Co-operative Wool Marketing Association was 5.92 cents in 1926, 5.99 cents in 1927, and 5.03 cents in 1930. These costs include freight to Boston, which has averaged 1.88 cents per pound.

Per capita consumption of wool, according to the college, has decreased from 4.13 pounds for the period 1920 to 1925 to 3.83 pounds for the period 1926 to 1930, the increasing consumption of rayon and silk being stated as one reason for the decrease in per capita consumption of wool.

Copies of the bulletin may be obtained from North Dakota Agricultural College, Fargo, North Dakota.

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MASSACHUSETTS CITES FACTORS
IN POTATO PRODUCTION COSTS.

High yields and large acreages are important factors in keeping down the cost of production of potatoes, according to Roy E. Moser, farm management department, Massachusetts State College, following a study of costs involved in potato production in that State.

Mr. Moser found that growers who had a larger than average acreage of potatoes produced a crop for about 61 cents a bushel, whereas growers with smaller than average acreage had cost of 71 cents a bushel. In another classification, it was learned that growers having high yields produced potatoes for at least 6 cents a bushel less than did growers having yields below the average of 236 bushels. Growers having larger acreages were able to use more machinery and to do their work more efficiently and more cheaply than men having smaller plantings. Fertilizer and seed were the principal items of expense, constituting about 30 per cent of the cost of producing the crop. Harvesting costs were about 13 per cent of the total cost of production, or about 8.5 cents a bushel.

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ALABAMA FARMERS PLAN
"LIVE-AT-HOME" PROGRAM.

County agricultural outlook meetings held in Alabama during January revealed that Alabama farmers are determined to "live at home" this year, according to Alabama Extension Service. Specific recommendations at these meetings were "a good garden throughout the year; at least one good milk cow, properly fed and managed; a flock of hens; enough hogs to supply meat for the family; more fruit, fresh and preserved in different ways, and sufficient feed crops and pastures for animals."

Farmers were told at these meetings that "prices of farm products are considerably below pre-war levels with no improvements expected until business conditions improve."

LOUISIANA WOULD HOMESTEAD
ABANDONED LANDS.

Louisiana is confronted with the problem of disposing of lands that have been abandoned by owners through refusal to pay taxes, many thousands of acres now being reported off the tax rolls in some parishes, according to B. B. Jones, Louisiana Extension Service. Tax revenues, Mr. Jones says, are reduced to such an extent as to cripple the operation of schools and other parish institutions.

"A plan can be devised," in Mr. Jones' opinion, "whereby these lands can be returned to the tax rolls by homesteading them to farmers and giving the latter title to the land after three or four years. Such a plan will work to the benefit of the parish and state, will put people on the land where they can make a living, and can increase the production of certain farm products which are needed in the state. If hogs, poultry and eggs, dairy products and certain vegetable crops are produced, farmers will have food for the family and products to sell which the state needs to produce at home, instead of shipping in from distant states."

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ILLINOIS WOULD REFOREST
SIX MILLION ACRES

If Illinois reforested the six million acres which should be timbered, the state could produce at least a billion board feet of her own timber annually, according to L. E. Sawyer, extension forester, Illinois College of Agriculture. Mr. Sawyer says that the state now pays out more than \$29,000,000 a year on freight alone for the lumber which is shipped into Illinois.

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MONTANA REPORTS SALES
BY FARMER COOPERATIVES.

More than \$2,000,000 worth of agricultural products were marketed cooperatively in Montana during 1931, a decrease in dollars and cents value as compared with 1930, but a decrease which is due principally to lower prices of farm products, according to Montana State College. In 1931 there were 61 cooperative associations with a membership of 9,505 farmers compared with 58 organizations with a membership of 8,628 farmers, in 1930.

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FARM PRICE INDEX
DROPS THREE POINTS.

A drop of three points in the index of the general level of farm prices from December 15 to January 15 brought the index down to 63 per cent of the 1910-14 average on the latter date, according to the Bureau of Agricultural Economics. The decline is attributed largely to a break in the price of dairy and poultry products which had remained at relatively high levels up to the latter part of December. Prices of other commodities showed but slight change for the month.

DANISH PORK PRODUCTSEXCEL IN FOREIGN MARKETS.

Danish bacon and pork products have virtually eliminated United States products from the English market, according to H. G. Zavoral, University of Minnesota, who recently spent several months in Europe studying livestock production methods.

"To compete successfully, pork raisers in this country," Mr. Zavoral says, "will have to produce a carcass of a type demanded by the market; reduce the cost of production by using the most efficient feeding methods; prevent diseases and parasites by adopting a practical system of sanitation, and select carefully the breeding stock that will produce strong healthy pigs."

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LIVESTOCK INVENTORYVALUES ARE REDUCED.

Total flocks and herds increased two per cent in the last year but the total value of livestock dropped from \$4,450,000,000 on January 1, 1931 to \$3,196,000,000 on January 1, 1932, says the Bureau of Agricultural Economics in its February report on the agricultural situation.

Horses and mules were the only class of farm animals that did not increase in numbers last year. There was an increase of 2.4 per cent in the number of cattle, thus continuing the upward trend in production of beef cattle since 1928. There were 5,000,000 more hogs on farms January 1 as compared with a year ago. Dairy cows increased approximately 800,000 head in the year, but the number of young dairy heifers decreased.

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CALIFORNIA FARM ADVISORSTO HOLD OUTLOOK MEETINGS.

Farm advisors from 40 California counties will meet in a series of conferences, February 8 to 12, with specialists from the California Extension Service, to discuss economic facts underlying the 1932 crop outlook report. For the San Joaquin Valley counties, the meeting will be held at Merced, February 8. The Marysville meeting, February 9, will cover the upper Sacramento Valley counties. At Santa Rosa, February 10, all north coast counties will be represented. At Salinas, February 11, central and coast counties will be represented. The Los Angeles meeting, February 12, will include southern California counties.

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LAND EROSION FOUND MUCHWORSE THAN EXPECTED.

Fully 75 per cent of all the land in cultivation in the United States is affected in some degree by erosion, according to H. H. Bennet, soil scientist, U. S. Department of Agriculture.

The Department, cooperating with the States, is establishing soil erosion experiment stations in various major agricultural and soil regions having sloping topography, in order to work out fundamental principles relative to erosional processes and to determine the most effective practical means for controlling or slowing down these losses.

LISTS GOVERNMENT CROPREPORTS TO BE ISSUED THIS YEAR.

Seven reports on the cotton crop, and eleven reports on crops other than cotton will be issued this year by the Crop Reporting Board of the United States Department of Agriculture.

Cotton crop reports will be released at 11 a.m., on May 20, July 8, August 8, September 8, October 8, November 9, and December 8. Reports on crops other than cotton will be released at 3.p.m., on March 9, April 8, May 10, June 9, July 11, August 10, September 9, October 10, November 10, December 15, and December 20. At 5 p.m., on each of the latter dates, or at 9 a.m., the following day, the Board will release State data on crops other than cotton.

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NEWS BRIEFS

"TURKHENS", which a number of poultry breeders are offering to the public as a cross between the turkey and the chicken, are nothing more than a freak, naked-neck chicken, says H. H. Alp, University of Illinois. So far as is known, he says, a cross has never been made between the turkey and the chicken and, moreover, "if such a cross were made, it probably would be sterile."

THE HOW AND WHY OF CROP REPORTS were described over a national radio hook-up on January 12, by W. F. Callander, Chairman, Crop Reporting Board. Mimeographed copies may be obtained from the Bureau of Agricultural Economics, Washington, D. C.

NONE OF THE PRESENT original official cotton standards were damaged in the fire of January 16 in the cotton storage warehouse of the Bureau of Agricultural Economics in Washington, D. C. The fire, of undetermined origin, resulted only in small property damage.

AGRICULTURE IN MANCHURIA was the subject of a radio broadcast by Paul O. Nyhus, on January 13, copies of which are obtainable from the Bureau of Agricultural Economics, Washington, D. C. Other available copies of broadcasts include "Present Trend of Milk Production," by J. B. Shepard, on January 18; "The Price Situation," by A. G. Peterson, January 15; and "The Lamb Market Situation," by C. L. Harlan, January 13.

"MARKETING STRAWBERRIES from the Ozark Section of Missouri, 1931 Season," by Gary Thompson, has been mimeographed for distribution by the Bureau of Agricultural Economics; also "Marketing West Florida Vegetables, Manatee, Sarasota, and Wauchula Sections, 1930-31 Season," by R. Maynard Peterson.

"AN ECONOMIC SURVEY OF FARM MORTGAGE FINANCING", an address delivered by David L. Wickens, agricultural economist, at the Eighteenth Annual Convention of the Mortgage Bankers Association of America, Dallas, Texas, October 28, 1931, has been mimeographed for distribution by the Bureau of Agricultural Economics.

Sm MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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RECEIVED
FEB 16 1932

February 10, 1932

Vol. 12, No. 6

NEW YORK HAS TOO MANY COUNTRY MILK PLANTS.

Local pride and dealer competition have caused too many country milk plants to be built in New York, according to Professor M. C. Bond, New York State College of Agriculture, who adds that there is little if any justification for two milk plants in any one community.

The typical New York country milk plant is reported to handle about four million pounds of milk a year, or an average of about 127 cans a day. By reducing the number of plants from 32 to 14 in one region, Professor Bond says, the plant costs on 100 pounds of milk were cut five cents, and shipping costs were reduced two cents. The consolidation increased 30 per cent of the hauls, but, on the whole, hauling costs were reduced by routing the milk most conveniently from each farm to the plant.

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CALIFORNIAN SEES FAMILY FARM BASIS OF AMERICAN AGRICULTURE.

Advantages and disadvantages of corporation farming are cited by Dr. E. A. Stokdyk, University of California, in a comprehensive study of corporation farms, published in the 27th biennial report of the Kansas State Board of Agriculture.

Advantages include possibility of superior management, more efficient utilization of machinery, specialization of labor, allotting of land to most suitable uses, buying and selling in wholesale quantities, and reduction of overhead expense.

Disadvantages include difficulty in handling labor, difficulty in obtaining interest in the enterprise on the part of laborers, seasonal character of farm work, precariousness of farming enterprises, and unavailability of large tracts of land at low prices.

Professor Stokdyk states that "the mechanization of agriculture has led many people to believe that corporation farming and chain farming will develop rapidly. While it is true that the employment of tractors and power machinery has made it possible for an individual to operate a greater number of acres, the tendency has been for an increase in the size of family farms rather than in bonanza farms."

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WOOLEN MANUFACTURERS AGREE TO LABEL BLANKETS.

An agreement of woolen manufacturers went into effect on February 1, 1932, requiring that part wool blankets be labeled to indicate the actual percentage of wool contained, according to Massachusetts State College

ALABAMA CITES COTTON MILLS REQUIREMENTS.

Cotton growers in Alabama are being informed by the Alabama Extension Service that "the big demand for American cotton next fall will be for good cotton with a staple of approximately one inch."

There is little practical difference, says the Service, as to 7/8 inch, 15/16 inch, 1 inch, and 1-1/32 inch cotton. "The demand for each of these lengths will be about the same, but there will be little demand for cotton with a staple shorter than 7/8 inch. American spinners do not want it. The average annual consumption by American mills of 13/16 inch staple and shorter is less than 100,000 bales. More than 80 per cent of the cotton consumed by American mills has a staple length of either 7/8, 15/16, 1, or 1-1/32 inches; and the demand for staples longer than any of these greatly exceeds the demand for staples shorter. Grades wanted by most American spinners are middling, strict middling, and strict low middling. The present supply of staples 13/16 and shorter is sufficient for five years; while the supply of 7/8 up to 1-1/32 is sufficient for about sixteen months."

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MONTANA APPRAISES AUSTRALIAN WOOL COMPETITION.

Montana sheep men cannot afford to ignore the present competition from Australia or fail to appreciate the prominent place that country can take in the world wool trade, according to F. B. Linfield, director, Montana Experiment Station, recently returned from a visit to the Far East where he studied the wool industry.

"The Australian," he says, "is willing to pay high prices in building up his stud flocks. For that reason some of the highest quality wool in the world is produced there. The price of this wool is right in line with the quality as all of it is sold at auction and nearly all to foreign buyers. The fleeces are skirted, the bales are uniform and all definitely marked as to their source so that an inferior product can always be traced to the producer, who then has to assume the loss."

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SEED LOAN COLLECTIONS MOUNT AS FARMERS PAY DEBTS.

Farmers have now paid 45.5 per cent of the seed loans made in 1931, reports the U. S. Department of Agriculture, total collections up to January 29 having been \$21,493,368. Many cotton growers are reported to be turning in warehouse receipts as collateral for loans, the jump in collections in the form of warehouse receipts being accounted for by end-of-season reports of cotton cooperatives. Under special regulations by Secretary Hyde last fall, farmers may have their seed loans extended by storing cotton and turning the warehouse receipt over to the Seed Loan Office. Cotton stored under this arrangement is valued as collateral at 8 cents a pound, although in the collection figures, it is valued at the market price.

NEW JERSEY REPORTS ON
POTATO MARKET NEWS OFFICE.

Each season for the past four years, a temporary office of the New Jersey Department of Agriculture has been opened at Hightstown, N. J., during the potato harvesting and marketing period, for the purpose of collecting and disseminating market information to growers throughout the Central Jersey potato belt. The activities of the office during the past year extended over a period of ten weeks, from July 14 to September 19.

In a mimeographed report on this project, copies of which may be obtained from the New Jersey Bureau of Markets, Trenton, N.J., it is stated that the first week of work was spent largely in field activity. A total of 131 farms were visited, and the growers acquainted with the purposes and scope of the office. Growers were asked to suggest material and information which they thought would be of value to them in disposing of their crop.

Approximately 75 farmers and 15 of the large dealers in Central New Jersey used the service regularly. A total of approximately 1,200 telephone calls for information were made to the office, of which growers made about 800 calls. The New Jersey bureau is encouraged by the increasing interest by farmers and dealers in its field news office and plans to continue the work.

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NORTH CAROLINA DEVELOPS
FARM PROGRAM FOR STATE.

Comprehensive farm programs for the eastern section of North Carolina, and for the western section of that State, have been incorporated in printed publications for distribution among farmers, by North Carolina Agricultural Extension Service. The major divisions of the programs cover production credit, marketing, farm management and reorganization, farm crops, horticulture, dairying, beef cattle and sheep, poultry, swine, farm forests, 4-H Clubs, farm living, foods and nutrition, home management, and clothing. The publications are designated as Extension Circular 190, and Extension Circular 191.

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NEW HAMPSHIRE HOLDS FARM
MEETINGS ON MAPLE PRODUCTS.

A series of meetings at which the production, grading and marketing of maple syrup and sugar were emphasized, were held in New Hampshire the second week of February, as a joint project of the Extension Service, the Farm Bureaus, the State Department of Agriculture, and producers, with the object of increasing consumer demand for these products. Producers brought to the meetings samples of their products for grading and exhibition purposes.

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"POTATO WEEK" designed to boost Minnesota spuds was held in that State the week of January 24 to 30. The program included grading demonstrations, newspaper publicity, and radio talks.

CALIFORNIA REVEALS LETTUCE
GROWING AND PACKING COSTS.

Cost of producing and packing the Imperial Valley winter lettuce crop up to loading runs close to \$5,000,000, according to the Los Angeles Chamber of Commerce agricultural department. Some of the items in this cost are \$1,000,000 in land rent or taxes; \$800,000 in fertilizers and cover cropping; \$2,625,000 in labor, and \$175,000 for waxed or parchment paper liners. The quantity of paper used for liners to keep the Imperial Valley lettuce sanitary and in good condition on arrival at market is estimated at 42,500,000 square feet, or enough to cover approximately 1,000 acres. Each crate requires 15 square feet of paper liner.

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FARM MORTGAGE LOANS DECREASE;
FEWER BANKRUPTCIES REPORTED.

Further reductions in farm mortgage loans by principal lending agencies are reported by the Bureau of Agricultural Economics in its February summary of farm mortgage indebtedness. Mortgage loans by Federal land banks, outstanding on December 31, totaled \$1,163,000,000 compared with \$1,167,000,000 on November 30, and with \$1,187,000,000 on December 31 a year ago.

Farm bankruptcies have been decreasing steadily since 1925, says the bureau, there being fewer bankruptcies in the year ended June 30, 1931 than in any fiscal year since 1922. There were 4,023 farm bankruptcies in 1931, compared with 4,464 in 1930, and 4,939 in 1929.

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ALABAMA FINDS LOW
COTTON COST METHODS.

"A small expenditure for implements should cause a reduction in cotton production costs," says Alabama Polytechnic Institute. The Institute specifies that "on sandy lands a weeder (costing about \$10) and a two-horse walking cultivator (costing \$40 to \$55) are money savers and cost reducers. On heavy soils the same is true for a section harrow (costing \$20 to \$25) and a two-horse cultivator, as on sandy land. Cost of the sandy-land combination is about \$50 to \$65; the heavy-soil combination, \$60 to \$80. With two mules (or horses) instead of one the one-mule farmer becomes a two-mule farmer, thereby reducing costs."

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IOWA STARTS SERIES OF
OUTLOOK MEETINGS.

The annual series of county agricultural outlook meetings in which the Iowa outlook report will be presented opened in Iowa February 8 and will continue until March 4, Iowa State College has announced. The meetings are to be conducted by four teams, each composed of two agricultural economists from Iowa Extension Service. The College says that "no attempt will be made definitely to forecast prices, but information on the present situation and what has happened in the past under similar circumstances will be given."

FIND NEW USES FOR
AMERICAN COTTON.

Evidence of increasing consumption of American cotton in the form of clothing and new industrial fabrics was presented at a meeting, February 3, of the New Uses for Cotton Committee, composed of members of the U. S. Department of Agriculture, U. S. Department of Commerce, and the Cotton-Textile Institute, Inc.

Cotton, it is expected, will play a leading role in this year's spring styles, the committee was told, as indicated by advance showings at Paris, Palm Beach, and New York. Cottons of new texture and weave are to be featured in sportswear, tailored dresses, formal afternoon and evening gowns, and women's costume accessories.

Other new uses include a suitable cotton fabric for curing concrete; increased use of consumer cotton bags in the retail packaging of potatoes, nuts, citrus fruits, onions, and apples; a cotton foundation material in the home manufacture of hooked rugs, and progress in the development of a low-priced cotton fabric for use as a cotton bale cover.

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NEW MEXICO REPORTS
ON FARM INCOMES.

In a report of the result of a two-year economic study of 103 farms in the Middle Rio Grande Conservancy District, the New Mexico Agricultural Experiment Station says that "the two-year average net farm income on the general farms was \$242; on the fruit farms it was \$807; on the vegetable farms it was \$1,154; on the dairy farms it was \$2,789, and on the poultry farms it was \$728. General farms which had the highest crop yields per acre and a more even balance between enterprises obtained the highest net income per crop acre. The most successful vegetable growers had a volume of sales that was \$140 an acre greater than the average, with an expense that was \$20 less than the average."

A printed report of the analysis may be obtained from New Mexico Experiment Station, State College, N. M. It is designated as Bulletin 196.

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NEW JERSEY STATION TO
DRY HAY ARTIFICIALLY.

A mechanical hay dryer, capable of drying 40 tons of hay a day, is to be part of the equipment of a barn now being constructed at the North Jersey Branch of the New Jersey Agricultural Experiment Station. The dryer is a metal cylinder about 15 feet long, mounted on rollers, and heated by oil burners. Hay as it is brought directly from the field, containing about 70 per cent moisture, will be cut in short pieces and dropped in the first chamber of the cylinder, where a temperature of 1,500 degrees Fahrenheit will be maintained. As the cylinder rotates, the intense heat drives moisture from the hay which, becoming lighter in weight, is sucked into adjoining chambers. It requires only four or five minutes for the hay to be carried from the first to the last chamber and to be blown into a cooling cylinder from which it is bagged or blown into the silo.

SOME SUGGESTIONS FOR MEETING THE PRESENT SITUATION

By Dr. G. F. Warren, Cornell University

Scientific research, agricultural extension teaching, the use of improved machinery, and greater output per man are the major ways in which the depression can be met.

The farmer should not work land that does not give a high output per hour of labor. He should have a business large enough fully to employ all his time and that of his labor. He must get more bushels of grain and more pounds of milk per hour of labor. The chief way of doing this are by obtaining more milk per cow, higher crop yields per acre, and by using labor more efficiently.

Higher crop yields should be obtained by dropping out of use the fields that do not give high yields. Such fields may be used for pasture, or, if very poor, may be left idle. This often means renting, or buying all or part of an adjoining farm and working only the best land on both.

More care in using good seed, attention to disease control, and the like are essential. Such changes mean more production per man, but mean fewer men and reduction in total agricultural production. How much reduction occurs depends on how many acres are thrown out of use or into lower classes of use. Labor saving plans are often more important than machinery.

Since the primary difficulty at the present time is the discrepancy between producers' prices and consumers' prices, this is particularly severe on agriculture. Most manufacturers buy at wholesale prices which are low and sell at wholesale prices which are also low. But in general agriculture buys at retail prices which are high and sells at wholesale prices which are low.

It is particularly important that farmers attempt to get nearer to consumers before they sell and that they reach nearer to wholesalers in their buying. Some farmers are so near cities that they can truck their products to the city, but for most farmers, the feasible way of doing these two things is through cooperative associations.

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CALIFORNIA TO HOLDFRUIT MARKETING MEETING.

Sponsored by the agricultural extension service of Stanislaus County, California, the office of the agricultural commissioner in the county, and the deciduous fruit and grape departments of the Stanislaus County Farm Bureau, a fruit growers' marketing conference has been scheduled for Modesto, California, on February 18, the University of California has announced. Farm marketing specialists and fruit growers will participate.

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NEW JERSEY REPORTSON RURAL TOWNSHIP SURVEY.

Two outstanding deficiencies in New Jersey's rural township governments are that the state has a costly multiplicity of such units and that they operate for the most part without any plans or programs, according to a circular, "A Survey of Rural Townships", just published by New Jersey Department of Agriculture. The survey covered 77 rural townships.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 17, 1932

Vol. 12, No. 7

OUTLOOK REPORTS OF STATES FEATURE WEEK'S NEWS.

Outlook reports that range from the deeply pessimistic to the highly optimistic in tone, depending upon the farm region subjected to analysis, feature this week's news from agricultural extension services.

"An 'uncertain' if not gloomy outlook picture for New England agriculture during 1932 is painted by the outlook report released February 15 by the New England Outlook Committee," according to Massachusetts State College. But from the University of California comes the statement that "a ray of light flashed into the agricultural economic picture today (February 8). Although recovery from present low levels of consumer purchasing power in the United States may be slow," the report continues, "a careful study of national and international economic conditions leads to the belief that some improvement in the status of the farming industry is on its way."

"The best policy for Iowa farmers this year," says Iowa State College, "is to 'sit tight,' to neither expand nor decrease most of their enterprises and to decrease production costs and cash expenses as much as possible." In Illinois, on the other hand, the University of Illinois says: "Readjustments now being made by industry and agriculture are the most encouraging sign in the 1932 outlook for the Illinois farmer. These readjustments will gradually restore normal business activity which, in turn, will eventually strengthen the demand for farm products."

New England Outlook "Uncertain"

"Low buying power on the part of the consumer, brought about by poor business conditions and a falling price level, is given as the chief cause for rather pessimistic views during the coming year," says Massachusetts State College, citing the New England Outlook Committee which includes economists and marketing specialists from state colleges and departments of agriculture of all the New England states, and representatives of farmer organizations. Further down in the report, however, it is stated that "several bright spots loom on the agricultural horizon. New England farmers have an advantage over those in other sections of the country in being situated near to market, a market which has suffered somewhat less than most others from the general business depression. Added to that is the fact that feed, seed, fertilizer, and labor prices are lower than last year and seem likely to stay low. The fact that milk prices are so low that the only direction they are likely to move is up offers dairymen some hope."

California Looks for Improvement

"Further rapid decline in the general level of wholesale prices of all commodities in the near future," says the University of California, "does not

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Attn., Miss Trolinger,
Washington, D. C.

appear probable, and some increases may be expected in 1932 or 1933. If wholesale prices cease to decline, the spread between prices farmers receive for their products, and prices they pay for commodities and services may be expected to become smaller. Even if wholesale prices do not increase, prices received by farmers for their products may be expected to recover part of the amount by which the decline in such prices has exceeded that of wholesale prices of all commodities, as soon as business conditions and demand improve."

The University of Illinois says that the "readjustments now being made by industry and agriculture will gradually restore normal business activity which, in turn, will eventually strengthen the demand for farm products." The Illinois economists, however, consider it "unlikely that prices in the next few years will recover to an average as high as that of 1921-1929, even after current readjustments make themselves felt."

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ILLINOIS REPORTS INCREASE IN RENTALS ON CROP BASIS.

Settling the rental of farm land on a crop basis rather than a cash basis is meeting with growing approval as a means of getting around the serious rent problem brought on by low prices, according to H. C. M. Case, farm organization and management department, Illinois College of Agriculture.

Cash rent, says Case, often is unfair to the tenant in times of rapidly falling prices and unfair to the landlord in times of rapidly rising prices, because the rental does not adjust itself to the changing price levels. The plan which is meeting the approval of many, he adds, is to adjust the cash rent to the equivalent of so many bushels of grain.

"For example, if and when corn is worth 50 cents a bushel and it is agreed that \$5 an acre cash rent is fair, then the rent would be equivalent to ten bushels of corn an acre. If the land then was rented for ten bushels of corn an acre, the rental would adjust itself to rises and falls in prices of farm products. Where corn was not the leading crop, the rental would need to be placed upon some other crop or combination of crops."

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CALIFORNIA FINDS INCREASE IN TURKEY PRODUCTION INDICATED.

A fifteen per cent increase in the number of turkey breeding hens kept in the United States in 1932, as compared with 1931, is indicated in a survey made by Grant Merrill, assistant farm advisor in Tehama County, California, for the California Extension Service. One hundred and thirty-five county agents in ten of the leading turkey states in the United States reported this increase. Profitable production last year, better methods of raising, and better market facilities are reported as being responsible for the increase in breeding hens. Mr. Merrill says that "the limitations of this survey are recognized and although the percentages may not be entirely accurate, they indicate the trend."

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THE VARIOUS cooperative livestock marketing agencies which own the stock of the National Livestock Marketing Association, sold in 1931, more than 100,000 cars of livestock, according to Tennessee Extension Service.

ISSUES RULES FOR MAKING LOANS
FROM NEW FARM FUND.

Regulations governing crop production loans in 1932, under the provision of the Reconstruction Finance Corporation Act which authorizes the allocation of \$50,000,000 for these loans, have been issued by Secretary Hyde of the United States Department of Agriculture. The regulations provide that loans may be made by representatives of the Secretary of Agriculture, in all States except Connecticut and Pennsylvania, to farmers who can not obtain crop production credit from other sources. In Connecticut and Pennsylvania the State laws make no provision for the taking of crop liens, the security for loans which the act requires.

Copies of the regulations may be obtained from the Department of Agriculture, Washington, D.C. The offices for the making of crop production loans will be in Washington, Minneapolis, St. Louis, Memphis, Dallas, Salt Lake City, Spokane, and Grand Forks, North Dakota.

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SURVEY REVEALS EXTENT
OF FARM MORTGAGE DEBT.

A survey of 17,000 representative farms throughout the country reveals that 38 per cent of the mortgaged farms were mortgaged for more than half their value, as of January 1, 1931, according to the Bureau of Agricultural Economics. More than half of all farms, however, are free of mortgage debt. Twenty-five per cent of the mortgaged farms in 1931 were mortgaged up to 25 per cent of their value; 37.3 per cent were mortgaged for between 25 and 50 per cent of their value, and the remainder for 50 per cent or more of their value. The number of farms with high debt ratios reached the largest proportion in the West North Central group of States. The most favorable mortgage debt situation was in the New England States where more than 80 per cent of the mortgaged farms covered by the survey were mortgaged for less than 50 per cent of their value.

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ILLINOIS GROWERS GAIN BY
REDUCTIONS IN FREIGHT RATES.

Freight rate reductions on Illinois peaches will open a new outlet for the 1932 crop into interior cities of Pennsylvania, New York, and other eastern States, according to the Illinois Agricultural Association. This action, sought by organized peach growers of southern Illinois since early last summer, will mean a reduction of from \$23 to \$99 a car on freight, opening a market for an estimated 1,000 cars of peaches annually in a territory not reached heretofore. The decision cuts approximately one-third from the former rates on peaches and is effective anywhere on Central Freight Association lines, which extend as far east as Buffalo and Pittsburgh. It has the effect of placing Illinois rates into this territory from 6 to 8 cents below the rates from the southeastern peach belt. Similar adjustments are being sought on lines reaching into the New England states to open additional territory.

NATIONAL LAND-USE PLANNING COMMITTEES ARE APPOINTED.

The membership of a National Land-Use Planning Committee and a National Advisory and Legislative Committee on Land Use was announced on February 12 by Secretary Hyde of the United States Department of Agriculture, in compliance with recommendations of the National Conference on Land Utilization held at Chicago last November. The committees held their first meeting at the Department of Agriculture in Washington, February 15 and 16, to take initial steps in the development of a national land policy.

It has long been recognized, say department economists, that a considerable change in National and State land policies is desirable. They expect, however, that the committees will find themselves immediately confronted with serious emergency problems in connection with the extensive areas of idle farm and cutover lands, the result of increasing farm abandonment and tax delinquency. Other matters concerning which recommendations were made by the Chicago Conference and which sooner or later require consideration by the committees are soil conservation, watershed protection, land classification and regional planning, readjustment of the tax burden in relation to the uses of land, consolidation of administrative areas now in public ownership, and the determination of areas that are specifically adapted for National or State forests or parks, bird and game refuges, and other public uses.

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NO DANGER OF FOOD FAMINE IN AMERICA, SAYS SHERMAN.

"Discussions of America's food supplies are prone to ignore our one absolute assurance against famine - the American corn crop," says Wells A. Sherman, Bureau of Agricultural Economics, in the December issue of the Journal of Home Economics. "In no other part of the world," he says, is such an enormous available supply of human food diverted to other uses. Our consumption of corn in all forms takes only a few per cent of the annual production. Exports take only about 10 per cent, - domestic animals and poultry eat the rest. The diversion of one-fifth of our average annual crop to direct human use would more than double our present per capita consumption of cereals. Should there ever be a pressure of population upon food supplies in America, even this amount could easily be doubled without serious consequences to our livestock industry."

Mr. Sherman declares that "American food habits have not been developed as a result of necessity but are matters of choice or fancy. Therefore, our food supplies have not been produced to supply human needs so much as to supply human fancy."

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FEDERAL LABORATORY DOES RESEARCH IN NAVAL STORES.

Thirty phases of the naval stores industry are being investigated at the new naval stores station of the Federal Bureau of Chemistry and Soils, at Lake City, Florida, looking toward the reduction of waste in this industry.

CALIFORNIA GIVES DATA
ON PRUNE PRODUCTION COSTS.

To realize a profit for growing prunes, Colusa County (California) producers must make a yield of better than two tons of dried fruit to the acre, California Extension Service has learned in a survey made in co-operation with owners of mature eight-year-old orchards.

"Many growers," according to the Service "are still spending money unnecessarily in tillage practices. When these cost studies were started in 1928, the tillage cost ranged from \$3.50 to \$20 an acre. The average then was \$8.69. This year, as a result of pointing out how tillage expenses may be eliminated, the average has been \$4.52, about one dollar higher than it should be. Costs of brush disposal have been reduced among the best growers in the county to less than a dollar an acre per year whereas the average cost of disposing brush in the year the study was begun, amounted to \$3.17 an acre."

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RADIO BROADCASTS GIVE
OUTLOOK FOR AGRICULTURE.

A network of 46 associate NBC radio stations carried the agricultural outlook broadcasts by officials of the Bureau of Agricultural Economics, February 1 to February 4, inclusive. Nils A. Olsen, chief of the bureau, opened the series with a talk on the general outlook. This was followed by a report on the domestic demand outlook, by A. B. Genung; our foreign markets and competitions, by L. A. Wheeler, and a broadcast on farm credit conditions in 1932, by N. J. Wall.

Broadcasts on February 2 included the 1932 outlook for tobacco, by C. E. Gage; the dairy outlook, by C. L. Holmes; the outlook for corn and other feed crops, by Joseph A. Becker; the wheat outlook, by E. J. Working, and the cotton outlook, by Arthur W. Palmer.

The 1932 beef cattle outlook was discussed by C. V. Whalin on the 3rd, followed by broadcasts on the 1932 hog outlook, by Gerald B. Thorne; and the 1932 outlook for sheep and wool, by C. A. Burmeister.

Broadcasts on February 4 included the potato outlook, by Dr. Emil Rauchenstein; the vegetable outlook, by B. C. Boree; the fruit outlook, by M. R. Cooper, and the poultry and egg outlook, by Dr. S. A. Jones.

Mimeographed copies of the reports may be obtained from the Bureau of Agricultural Economics, Washington, D. C.

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TENNESSEE HAS NEW
MARKETS DIVISION CHIEF.

Thomas P. McCord just entered upon his duties as Chief of the Division of Markets in Tennessee, according to information from the Tennessee Department of Agriculture. Nelson B. Rue was formerly chief of the division. Mr. McCord is reported to be making a careful study of marketing methods in other States, in connection with developing a program in Tennessee.

NEW BRIEFS

"THE NATION'S LUCKY MAN" has been found by Tennessee Extension Service. He is the "debt free farmer". Farmers have lost less and are in better shape financially at the present time than people in any other vocation, says C. E. Brehm, assistant director of Tennessee Extension Service. "The man who owns his farm without a mortgage on it is a really lucky man; even the man who has his farm mortgaged is in better shape than other people, for nobody wants to take his property over under present conditions," according to Mr. Brehm.

IMPORTANT additions to the parasites which naturally prey on insect pests that have become established in this country are reported by H. A. Jaynes, Federal entomologist just back from a 3-year exploration in South America. In collecting and rearing parasites of the sugar-cane moth borer in the Argentine and Peru, Mr. Jaynes found several promising species suitable for introduction into the United States.

THE COTTON COOPERATIVES have reported to the Federal Farm Board the election of a new cotton advisory committee which will serve for the year ending December 31, 1932. The first meeting of the new committee is planned to be held in Washington in the late spring.

"APPLICATION OF COLOR Measurements in the Grading of Agricultural Products" by Dorothy Nickerson, is the title of a mimeographed preliminary report obtained from the Bureau of Agricultural Economics, Washington, D.C.

A REVISED ISSUE of "Beef Grading and Stamping Service", Leaflet 67, has been published by the United States Department of Agriculture. The leaflet describes the development of the service, qualifications of grades, and the benefits of the service to stockmen, slaughterers, wholesalers, and brokers, retailers, hotels, restaurants, dining cars, and housewives.

THE ECONOMIC story of wool is educationally presented in a new three-reel silent motion picture, "Wool - Marketing and Manufacture", sponsored by the Bureau of Agricultural Economics and produced and distributed by the U. S. Department of Agriculture. The film depicts the main steps in the proper handling of wool from flock to the final consumer.

"THE SUPPLY Side of the New York Market" by H. A. Ross, has been published by Cornell University, under the designation "New York Cornell Station Bulletin 527."

"THE EFFECT of Extension Education on the Seasonal Surplus Milk Problem in Addison County, Vermont," by J. E. Carrigan, has been issued by Vermont Experiment Station as Bulletin 330.

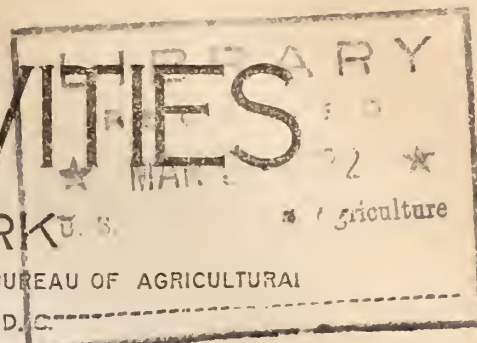
NEBRASKA TRACTOR TESTS, 1920-1931, are detailed by the Nebraska Experiment Station in Bulletin 265 just issued.

"EXTENSION Program in Agriculture and Home Economics, 1932," has been published by Illinois Extension Service, as Circular 333.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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February 24, 1932

Vol. 12, No. 8.

NEW JERSEY BUREAU OF MARKETS WOULD BE ELIMINATED BY PROPOSED BUDGET.

Drastic curtailment of New Jersey agricultural appropriations, involving the elimination of the New Jersey Bureau of Markets and sharp reductions in other agricultural activities of the New Jersey State Department of Agriculture and New Jersey Agricultural Experiment Station, as proposed in the recent "Budget Message" of Governor Moore of that State, was opposed by nearly 600 officers and representatives of farm organizations and other interested groups in session at New Brunswick, New Jersey, February 17. It was explained that some services now rendered would be eliminated completely, and others greatly reduced, after July 1, if recommended agricultural appropriations were passed by the Legislature.

Dr. J. G. Lipman, director of the Experiment Station, said that the budget of his institution had been cut 60 per cent and that of the Department of Agriculture 40 per cent. Total proposed cuts, he said, amounted to \$1,500,000 "in round figures." Secretary of Agriculture William B. Duryee pointed out that out of sixteen lines of work carried on by his department the new budget provides for only three.

"Our entire bureau of markets, which we think is important, is wiped out," Secretary Duryee said. "Practically all of our plant industry and animal industry work, and the activities in licensing and bonding will be eliminated."

A resolution was passed unanimously at the meeting "that a committee representing all organizations and groups interested in the services of the Experiment Station and Department of Agriculture be invited to sit together and make a study of budgets and report such changes as may seem worthwhile, desirable, and necessary in order that, if possible, we may be operating on a reduced budget and yet without serious loss of the effectiveness of these two institutions."

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IOWA FINDS POULTRY INCOME "SATISFACTORY".

The income above current expenses was 21.4 cents per hen during November, December and January, as compared with 17 cents last year, and 22 cents in 1929-30, according to a report of Iowa calendar record flocks for January just released by Iowa State College. The present income above current expenses, however, fails to equal the 34 cents of 1928-29, one of the best poultry years in the past ten, according to W. M. Vernon, extension poultry specialist. Total receipts per hen for the three months period in 1929-30 was 69 cents, in 1930-31 it was 50 cents, and during the past three months 43.4 cents. However, expenditures per hen decreased from 47 cents two years ago to 33 cents last year and 22 cents during the past three months.

BRITAIN LEVIES TARIFF
ON HORTICULTURAL PRODUCTS.

The following statements relating to the new British tariff on horticultural products are quoted from a cable received on February 13 by the Bureau of Agricultural Economics from F. A. Motz of the bureau's London office:

"All horticultural products subject to 10 per cent tariff March 1. Present plan is to base value on c.i.f. prices plus landing charges, or value clear of customs. If unworkable, possible package or weight basis will be adopted. Committee importers meeting with Customs and British Ministry of Agriculture and Fisheries next week, seeking to defer duty until April 1. If unsuccessful, to have supplies afloat entered free. Bill quite elastic and permits increase up to 100 per cent. Trade holds opinion 10 per cent reasonable, but fears that seasonal increase may make imports prohibitive."

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INVESTIGATION OF MILK
DISTRIBUTION SOUGHT IN NEW YORK.

A resolution asking the New York State Legislature to investigate milk distribution in New York State with a view to determining the reason for the wide spread between the return to the producer and the price paid by the consumer was adopted last week by the New York State Agricultural Conference Board, meeting at Cornell.

Another resolution asks the legislature to take action in regard to further study of the needs of the terminal markets in various cities throughout New York State, so that they will provide adequate facilities for the distribution of food products.

The board is made up of delegates from all the principal farm organizations in the State, and serves as a clearing house for legislative problems that may arise.

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FEDERAL COURT UPHOLDS
REGULATION OF GRAIN MARKETS.

In affirming the validity of sections of the Grain Futures Act which had been challenged by five grain firms operating on the Chicago Board of Trade, Federal Judge Wilkerson, of the U. S. District Court at Chicago, in a decision rendered February 12, upheld the power of the Secretary of Agriculture to supervise the futures markets. The case before the court turned on the power of the Secretary to require that operators on the futures markets must make reports required by the Department of Agriculture, and must also allow agents of the department to inspect books and records relating to dealings on the futures markets. The case originated in April 1928 when five firms joined in a suit to restrain the Secretary from inspecting the books and records of Board of Trade members.

According to Dr. J. W. T. Duvel, Chief of the Grain Futures Administration, if this suit had been successful it practically would have blocked the power of the Secretary to supervise effectively the futures market.

ILLINOIS HAS ORCHARD
COST CUTTING PROGRAM.

An eight point program designed to help orchardists cut production costs and "get at least a small margin of profit in 1932" is being pushed throughout Illinois by the Illinois Extension Service. Thirty county schools are being held to acquaint fruit growers with the eight points. They are:

(1) Economical spraying; (2) tree thinning and culling; (3) gross pruning instead of detail pruning wherever possible; (4) less cultivation; (5) use of more horse power and less tractor power; (6) quantity buying of materials; (7) revaluation of investment to lessen overhead expense, and (8) repair, rather than replace machinery.

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PENNSYLVANIA SEED POTATO
GROWERS SET RECORD.

Producing an average of 316 bushels of certified seed potatoes per acre in 1931, Pennsylvania growers stood at the head of the list among the twenty states which conducted certification work, according to a report made by the Seed Potato Certification Committee to Pennsylvania Bureau of Plant Industry.

Almost 4,000 pounds of certified tomato seed was produced in Pennsylvania last year, and much of it was shipped during the winter to tomato growers in Florida, Texas and other southern States, according to K. W. Lauer, pathologist of the Pennsylvania Bureau of Plant Industry.

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MARYLAND FEATURES STANDARDS
IN MARKETING WORK.

Standardization continued during the past year to be one of the principal factors of our (Maryland) marketing problems, according to the annual report of the Maryland Department of Markets, adding that: "During the past year additional effort has been made to assist in the more widespread use of standard grades in the marketing of all farm products.

"Progress," the report continues, "has been made chiefly through shipping point inspection, particularly with apples and potatoes. The same service was available for the use of maple syrup producers, and in addition, the canners of raw tomatoes utilized a similar service in the purchase of their raw stock.

"This is the eighth year that shipping point inspection has been used by Maryland growers and shippers. Nine commodities were inspected for 77 growers and shippers, which shows an increase in the number of requests for the service. December 1, 1930 to November 30, 1931, 2,254 cars were inspected."

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A BOOKLET that explains what certified baby chicks in the State of Virginia means has been issued by Virginia Division of Markets. It outlines the progress that has been made, from a small beginning seven years ago, to the present large number of poultrymen who now take advantage of the certification service.

GOVERNOR ROOSEVELT LAUDS
"PLANNED AGRICULTURE".

"I can think of no more apt illustration of the value of the extra service - aside from purely educational work in agriculture - that is being done here (Cornell University) than the survey which is being carried on with the assistance of appropriations from the State into the uses and usefulness of the soils of the State," Governor Roosevelt of New York declared in an address at Farm and Home Week at Ithaca, New York, February 19.

"This survey," he continued, "has had to take into consideration not merely the right agricultural use for different soils and areas in the State, but has progressed to the point of classifying areas to determine just what they can be used for most profitably. Through this survey we are advancing toward, not merely a planned agriculture, but toward a planned distribution of population and industry and toward a more intelligently conceived forestry program. We are advancing, too, toward a planned use of the land for recreation, toward better protection for wild life and toward other uses, not agricultural or industrial, which will make the State a better habitation for its people.

"A few months ago I joined with others in laboring to good effect for the passage of a constitutional amendment which is linked closely with our soil utilization plans. This was the amendment authorizing the enlarged reforestation program which will take many idle acres out of potential competition with the good farms of the State and put them to profitable use in the growing of trees, thus converting what is now a liability into an asset."

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CONNECTICUT ADDS NEW HALF--
BUSHEL BOX TO CONTAINERS.

A new half-bushel box was added, on February 18, to the list of standard containers which Connecticut fruit and vegetable growers may use in marketing their products. The old ruling of the Commissioner of Agriculture of Connecticut, concerning standard half boxes for farm produce has been amended to include a half-bushel box of the following dimensions: "13 inches in length by 11 7/8 inches in width and 7 inches deep. All such boxes are to be marked on at least one outer side in bold uncondensed capital letters not less than one inch in height, 'Contents One-Half Bushel'."

A ruling which required certain thicknesses of stock in standard boxes and half boxes has been withdrawn, but no change has been made in the ruling as to the cubical contents. This will permit growers who have supplies of old standard box to continue using them for the present. The Connecticut Commissioner says that the dimensions of the new box are so made that the boxes will nest and three empty boxes will take up no more room than two of the old type.

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A FIFTY-ACRE farm in one Pennsylvania county was found by J. Armes of the farm management extension staff at Pennsylvania State College to have a plus labor income of \$600 whereas a 2,000-acre farm had a minus labor income of \$1,000, in recent farm business studies. On the large farm the dairy herd average was less than 200 pounds of butterfat a cow whereas on the small farm the cows averaged more than 300 pounds.

PENNSYLVANIA NOW USING
MORE HOME-GROWN APPLES.

A marked shift from western apples to the use of Pennsylvania-grown apples has been taking place in Pennsylvania during recent years, according to George A. Stuart, director, Pennsylvania Bureau of Markets. Whereas truck shipments from neighboring States have increased, the annual rail receipts of apples from outside sources have declined at fifteen Pennsylvania cities approximately 2,000 cars in recent years compared with 1923.

Mr. Stuart says that it is becoming more difficult each year for growers in distant States to market apples in Pennsylvania cities in any but short crop years. The Keystone State growers are reported to be grading and packing to higher standards than formerly and consumers are said to be becoming aware of the superior quality of Pennsylvania fruit when well graded, sized and packed.

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NEW YORK ECONOMIST FINDS
"NO GENERAL OVER-PRODUCTION".

"Studies of the actual physical volume of production indicate that no general over-production has taken place," says Professor F. A. Pearson of Cornell University. He explains that "the total physical volume of production, including crops, forest products, fuel and power, minerals, and secondary metals increased 4.03 per cent each year from 1839 to 1914 as compared with only 2.11 per cent each year from 1915 to 1929. Production of all crops increased at the rate of 3.03 per cent a year from 1839 to 1914 compared with 1.33 per cent from 1915 to 1929 even when corrections are made for the substitution of motor power for horses. During the war this rate of increase was reduced, rather than increased as is commonly assumed; and furthermore there was no great increased production during the agricultural depression of 1921 to 1931. The production of feed crops per capita from 1839 to 1914 increased at the rate of 0.74 per cent a year yet from 1915 to 1929 decreased 0.29 per cent a year even after allowance is made for the decrease in the number of horses and mules. A similar situation existed with other products, not only in the United States, but throughout the world."

Professor Pearson says he believes that "future changes in geographical production by the opening of Russia, Siberia, and the tropics would have no more effect on the total volume of production than resulted from the opening of our middle west from 1840 to 1900."

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CHAIN STORES HANDLING FIFTY
PER CENT OF PERISHABLES IN EAST.

Chain stores today are handling east of the Mississippi River about 50 per cent of the perishables, according to A. B. Leeper, general manager, National Fruit and Vegetable Exchange, speaking on changes which have occurred in methods of distributing fruits and vegetables the last five years. Chain stores, he says, have become direct buyers and distributors, and are even in some cases producing fruits and vegetables.

NEWS BRIEFS

THE INCOME from Tennessee farm woodlands for wood products sold was approximately \$17,000,000 in 1929, says G. B. Shivery, University of Tennessee extension forester.

"IF GRAIN FUTURES PRICES maintain close relationship to cash prices and at the same time reliably reflect fundamental trade conditions, there is no question that they are economically useful," says the Grain Futures Administration of the U. S. Department of Agriculture in Circular 201, "Future Trading and the Cash-Grain Markets", just issued.

A DECREASE in hog breeding in Germany and Denmark, and prospects for only a slight increase in the 1932 spring pig crop in the United States as compared with a year ago are reported by the Bureau of Agricultural Economics. This contrasts with increased hog production in the three countries in 1931.

"IF ENOUGH CURRENCY is issued to raise the general price level, prices paid to farmers will rise much more than the general price level, just as they have fallen much more, because distributing charges are decidedly inflexible," says Dr. George F. Warren, Cornell University, discussing proposals to liberalize the Federal Reserve System.

THE SCOPE AND PURPOSE of the United States Seed Verification Service is explained in a 2-page multigraphed memorandum issued by the Bureau of Agricultural Economics.

"MARKETING MISSISSIPPI VEGETABLES, Summary of 1931 Season," by J. B. Owens, has been issued in mimeograph by the Bureau of Agricultural Economics.

RECENT RADIO BROADCASTS, copies of which are available from the Bureau of Agricultural Economics, are: "How Northeastern Farmers Are Meeting 1932 Conditions," by Dr. Emil Rauchenstein; "How Southern Farmers Are Meeting 1932 Conditions," by Harvey W. Hawthorne; "How Small Grain Farmers Are Meeting 1932 Conditions," by R. S. Kifer; "Grade and Staple of Cotton Ginned Prior to January 16," by W. B. Lanham, and "The Trend of Milk Production," by J. B. Shepard.

SUGGESTED U. S. Standards for Sweet Corn for Canning have been issued by the Bureau of Agricultural Economics.

"THE AGRICULTURAL OUTLOOK for New Jersey Farmers, 1932," has been issued in a printed booklet by New Jersey Extension Service, New Brunswick, N. J.

"PROTEIN TESTS FOR WHEAT and Oil Tests for Flaxseed and Soybeans," is the title of Miscellaneous Publication 140, just issued by the U. S. Department of Agriculture.

THE NINTH ANNUAL "School" for canning-factory field men and for growers of canning crops will be held at the State Experiment Station at Geneva, New York, March 2, 3, and 4.

STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 2, 1932

Vol. 12, No. 9

MISSOURI RE-ELECTS AGRICULTURAL
SECRETARY AND MARKETING COMMISSIONER.

Jewell Mayes has been re-elected as Secretary of the Missouri Board of Agriculture for the four-year term ending February 8, 1936, and Charles P. Anderson has been re-elected as State Marketing Commissioner, also for a four-year period.

Secretary Mayes began his official work as Secretary of the Missouri Board of Agriculture on February 1, 1914, and has continued through the administrations of five State Governors. Secretary Mayes is a charter member, past president, and present member of the executive committee of the National Association of Departments of Agriculture.

Commissioner Anderson, in addition to his other duties in the Missouri Marketing Bureau, has charge of Federal-State shipping-point inspection of fruits and vegetables, and the administration of broadcasting station WOS, featuring agricultural market news.

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FARM BOARD APPOINTS LIVE-
STOCK COUNCIL OF ONE HUNDRED.

Carrying out recommendations made recently by the Livestock Advisory Committee, the Federal Farm Board, on March 1, announced the appointment of a council group on livestock production and meat distribution. The Council has been called to meet with the Livestock Advisory Committee in Chicago on March 25. One hundred men and women were selected for membership in the Council, representing every division of the livestock and meat industry - producers, processors, retailers, railroad officials, stockyard and market officials, representatives of the United States Department of Agriculture, agricultural colleges and extension services, agricultural editors, bankers, representatives of farm and marketing organizations, breed association officials, home economics representatives, and others.

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FEDERAL STATISTICS BOARD
TO COORDINATE ACTIVITIES

A Federal Statistics Board, the purpose of which is to analyze and assist the Chief Coordinator, Bureau of the Budget, in coordinating the statistical work of the Federal Government, has been organized at Washington, D.C. The board consists of two representatives each of the Departments of Agriculture, Commerce, Labor, and Treasury, and one representative each of the Interstate Commerce Commission, the Federal Trade Commission, Federal Farm Board, Tariff Commission, Bureau of Efficiency, Civil Service Commission, and the Veteran's Administration.

NEW JERSEY SURVEYS
ELIZABETH MARKETS.

The removal of two public markets in Elizabeth, New Jersey, to new sites for the purpose of raising their standards and increasing their efficiency has been recommended by the New Jersey Bureau of Markets in a report of a survey of the markets made recently at the request of the Elizabeth Chamber of Commerce.

Improvement in these market facilities, it is stated, would cause many farmers in Monmouth, Middlesex, Somerset, Morris, Union, Essex, Passaic and Bergen counties to use them. The markets are of the curb type and space is leased to farmers and peddlers. Both markets were originally "farmer-to-consumer" projects, but they have become huckster or peddler markets, with a predominance of produce bought through wholesale channels.

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DETROIT MOTOR TRUCK
RECEIPTS SHOW INCREASE.

George V. Branch, director, Detroit Municipal Bureau of Markets, reports 144,111 motor truck loads of produce sold over the three city-owned public farmers' markets in Detroit during 1931. This represents an increase in volume of about 24 per cent as compared with the preceding year. The value of the produce sold in 1931 is placed at approximately \$3,200,000 compared with about \$4,730,000 in 1930. Mr. Branch has no figures as to the average weight per load, but estimates it as between one and two tons. The figures do not cover the volume of trucked-in produce handled by chain stores through the wholesale terminals and sold direct to retailers. Mr. Branch reports that the open winter has made trucking possible all season and also carried the home-grown season somewhat later into the fall than normally.

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TENNESSEE FINDS SHEEP
ARE BEST MONEY-MAKERS.

Sheep have given Tennessee farmers a better return year after year on money invested during the past twenty or twenty-five years than any other type of livestock, according to Dr. M. Jacob, University of Tennessee department of animal husbandry. Sheep and lamb production, he says, has been increasing in recent years, "but per capita consumption of lamb has also been increasing rapidly and there is no immediate danger of an over production of good, early spring lambs.

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MANY IOWA FARMERS
TURN TO FLAX GROWING.

Many Iowa farmers are deserting oats, barley and spring wheat for flax as a spring-sown small grain crop, according to E. S. Dyas, extension service farm crops specialist at Iowa State College. A study of the gross returns per acre during the four-year period, 1926 to 1930, reveals an average return of \$22.80 per acre of flax; barley, \$16.67; wheat (90 per cent winter varieties), \$20.50; and oats, \$12.81.

MINNESOTA CITES EASY
EGG COST FORMULA.

An easy method for determining whether hens are laying enough eggs to pay for their feed is suggested by Miss Cora Cooke, extension specialist in poultry, Minnesota Extension Division. Miss Cooke's rule is to divide the price of 100 pounds of feed by the price of eggs per dozen, and multiply the answer by three. This will be the number of eggs 100 hens must lay daily to pay for their feed.

Example: The feed used for a flock in December, including scratch and mash, cost \$1.41 per hundred pounds. Eggs brought 22 cents per dozen. Dividing \$1.41 by 22 equals 6.4, and multiplying this by 3 gives 19.2 eggs, the number that had to be laid daily by each 100 hens to pay for feed. On the farm cited, the flock actually averaged 61 eggs per day for every 100 hens, leaving 42 eggs a day for profit.

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PENNSYLVANIA FINDS
EGG GRADING PROFITABLE.

"Pennsylvania Department of Agriculture asked the last regular session of the General State Assembly for an egg grading law but the request was refused," reports Secretary of Agriculture John A. McSparran, citing accomplishments of the Pennsylvania Department of Agriculture during the past year. "The Department, in cooperation with poultrymen, then established voluntary egg grades for use in Pennsylvania.

"This action," Secretary McSparran continues, "has met with favorable response and most encouraging results. The grades were immediately adopted by the officials of the egg auction at Doylestown and a licensed inspector was located at the assembling plant to grade all eggs before the auction. This development has proven helpful to hundreds of poultrymen in Bucks County in obtaining premium prices, and apparently the Philadelphia market has responded to the situation and the best grades of eggs in Pennsylvania are now selling from one cent below to several cents above the price received by Pacific Coast producers. Before the egg grading work was attempted here, the California eggs were selling from four to six cents a dozen above the price paid for the Pennsylvania-laid eggs."

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HYDE SELECTS DIRECTOR
TO HANDLE FARM LOANS.

Crop production loans to farmers from the \$50,000,000 fund allocated to the Department of Agriculture by the Reconstruction Finance Corporation in accordance with the act of Congress of January 22, 1932, will be administered by a National Director of 1932 Crop Production Loans, Henry S. Clarke, vice-president of the Reliance Bank and Trust Company, of Chicago, having been selected as such director, Secretary Hyde of the U. S. Department of Agriculture has announced. Regional offices will be operated at Spokane, Washington; Minneapolis, Minnesota; Dallas, Texas; St. Louis, Missouri, and Memphis, Tennessee. It is expected that the first applications for loans will be coming to the regional offices within ten days to two weeks.

IDAHO SEES INCREASED
DEMAND FOR WOOL FABRICS.

Wool is quite the latest and smartest vogue in feminine fashions, says Miss Marjorie Estman, clothing specialist, Idaho Extension Division. The style emphasis on wool, which is inspiring so many new fabrics, she says, is the best news Idaho wool growers, who produce about 19,000,000 pounds a year, have heard in a long time.

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NORTH CAROLINA SAYS PACKERS
WANT TRIMMED LAMBS.

Letters now being sent to the trade by livestock commission merchants indicate that the packers are demanding trimmed lambs, reports North Carolina Extension Service. "These dealers," says the service "have always shown a preference for lambs handled in this way and now it appears they are in a position to make this a demand or prices will be less."

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MINNESOTA FINDS LIVELY
INTEREST IN "OUTLOOK" TALKS.

Making the best of the most unpromising year that has faced agriculture in a long time, farmers in about fifty Minnesota counties are showing unusual interest in agricultural outlook meetings being conducted by county agents with economics specialists of Minnesota Extension Division as speakers, says that Division. Records at extension headquarters show that more than 100 outlook meetings in about 45 counties have been held or scheduled through February and March.

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ILLINOIS LISTS NEW
ECONOMIC PUBLICATIONS.

Publications recently issued by Illinois Extension Service include "Extension Program in Agriculture and Home Economics, 1932"; "Agricultural Outlook for Illinois, 1932", and "Farm Practices That Pay".

The Service says that "recognizing that farmers and farm families will be coping with serious financial problems in 1932, its program is being centered around farm and home practices that will help reduce cash costs or will add directly to income."

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GRAZING FEES REDUCED
FOR NATIONAL FORESTS.

A fifty per cent reduction in the fees for grazing domestic livestock on the National Forests during 1932 has been announced by Secretary of Agriculture Hyde. The reduction has been made in recognition of the emergency situation that faces stockmen as a result of last year's drought, the unusually heavy snows, and the prevailing hard winter.

CALIFORNIA REPORTS ON
SHEEP MANAGEMENT COSTS.

The first annual summary in a five-year project dealing with profits and losses in the management of sheep flocks in Yolo County, California, has been released by California Extension Service. It shows a variation in losses per ewes of \$4.12 for the large loss group to \$1.44 for the low loss group, the average for all flocks studied being \$2.70. The loss in labor income per ewe runs from \$3.91 to \$1.18, the average being \$2.46. Total expenses per ewe ran from \$7.54 to \$12.03, the average being \$9.65.

Last year, according to W. D. Norton, county farm advisor, University of California, was a very unprofitable one for the sheep industry.

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MARKETING CHARGES TAKE
HALF OF DAIRY DOLLAR.

Fully one-half of the consumer's dollar spent for dairy products goes into marketing charges, according to F. R. Wilcox, extension specialist in marketing, California College of Agriculture. Twenty-five cents, he says, goes into the manufacturing or processing of the raw product, for use by consumers; 20 cents is applied on transportation, and another 5 cents is spent on storage. Mr. Wilcox says that "there has been a five per cent annual increase in demand for dairy products from 1920 to 1929, but the saturation point has now been reached."

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HEARINGS TO CONSIDER
FOUR PLANT QUARANTINES.

Four public hearings to consider the status and possible discontinuance of four important Federal domestic plant quarantines, those on the European corn borer, the Japanese beetle, the white pine blister rust and narcissus bulbs, will be held at Washington, D. C., March 24 to 28, upon order of Secretary of Agriculture Hyde. The hearings will also consider the present value, need, and effectiveness of the quarantines. Secretary Hyde says: "We propose to find out in these hearings just how much benefit results from our efforts and if the cost is justified."

REJECTION UPHELD IN
PERISHABLES ACT CASE.

The Secretary of Agriculture has ordered the M. H. Watson Sales Agency, of Walla Walla, Washington, to pay to William Shapiro, Inc., New York City, the sum of \$300 plus interest as the result of a complaint filed by Watson against Shapiro under the Perishable Agricultural Commodities Act. Watson claimed rejection by Shapiro, as a cause for complaint, but Shapiro's right to reject was sustained by the facts in the case, the Secretary ruled.

MILK-TRUCKING SHOWS GROWTH IN NEW YORK

By Leland Spencer,
New York College of Agriculture.

Milk consumption in the New York Market apparently has been maintained in spite of the extraordinary business conditions and reduced purchasing power of consumers. When allowance is made for the increased quantity of milk brought to the market by truck, the receipts for 1931 were practically the same as for 1930. The receipts for 1930 showed a 2 per cent increase over 1929. The average annual increase during the preceding 45 years was 4.4 per cent.

Prior to 1925 very little milk was brought to the New York market by truck or wagon from distances greater than 25 or 30 miles. About that time long-distance trucking of milk was started. Milk now is hauled from country plants as much as 100 miles or more from the city. During the past few years, the quantity of milk delivered to the market by truck has increased to a very great extent.

In connection with the work of the Milk Commission which recently considered the problem of loose milk sales in New York, accurate data were assembled for the first time relative to a large proportion of the milk which is brought into the Metropolitan Area by truck. Reports were received from 16 distributors giving the quantity of milk received by truck in August 1927, 1928, and 1929, and during each month from August 1930 to and including August, 1931. The total truck receipts by these firms increased from 467 cans a day in August 1927 to 4,491 cans a day in August 1931.

The Commission also received information that at least 11 other firms were receiving milk by truck. The estimated quantity of milk delivered by truck to these firms in August 1931 was 2,255 cans a day, or approximately 50 per cent of the quantity received by the firms which submitted reports. It is almost certain that a careful study of the situation would reveal a still larger quantity of milk being delivered to the New York market by truck.

In 1931, about eight per cent of the milk received at the New York market was delivered by trucks. The volume of milk brought in by truck increased about 77 per cent from the previous year.

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UNITED STATES STANDARDS for cabbage for sauerkraut manufacture, and suggested United States standards for sweet corn for canning have been issued by the Bureau of Agricultural Economics, Washington, D. C.

A HANDBOOK of Official Standards for Beans has been published by the Bureau of Agricultural Economics.

A TEMPERATURE of 5 degrees Fahrenheit is sufficient to kill 100 per cent of the New Jersey peach buds according to a test made recently by the horticultural department of New Jersey Experiment Station to determine the cold resistance of fruit buds.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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March 9, 1932

Vol. 12, No. 10

NEW JERSEY DEPARTMENT
ISSUES MID-YEAR REPORT.

In a progress report that deals with the activities of the New Jersey Department of Agriculture during the six-months period July 1 to December 31, Secretary William B. Duryee says that "a new departure in fruits and vegetable marketing during the period was the inspection and grading of produce by the department at auction markets. This work was done in line with the department's efforts to create a demand for graded products in the state's markets and was instrumental in improving the quality and pack of produce delivered to the auction blocks.

"Low prices and poor export demand for apples," he continues, "accounted for the fact that shipping-point inspections of fruits and vegetables made between July 1 and December 31 totaled only about 33 per cent of the number made in the same period of the previous year. Of a total of 459 inspections made this year, 153 were of apples; 24, of peaches; 14, of pears; 11, of mixed fruit; 24, of beans; 16, of onions, and 217 of potatoes.

"The interest shown in the department's poultry standardization program during the six-months period," he says, "was surprising in view of recent conditions in the poultry industry. At the same time it constituted the finest approval of the program that could be given and seemed to bear out statements that breeders and hatcherymen operating under the department's supervision were able to sell their products at a profit last spring. A total of 154,820 birds, or approximately 30 per cent more than last year, were inspected between July 1 and December 31; 27,134 were rejected and the others blood-tested for pullorum disease."

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ILLINOIS THINKS SMALL
FARM IDEA MAY BE OVERDONE.

Present business conditions are stimulating too much of a demand for the small farm, in the opinion of H. C. M. Case, Illinois College of Agriculture. The small farm idea is filled with disappointments as well as possibilities, he warns.

"Small farms of one to ten acres near cities, which are so much in demand at the present time, have possibilities as a means of supplementing a meager income. On the other hand, the small farm enthusiast who knows nothing of plant and animal diseases and insects and the practical points of management which are gained through years of experience may be doomed to great disappointment, especially when he looks to the farm as his sole source of income. One of the real handicaps of the small place is that usually there is not enough volume produced to justify any great expense in marketing.

IOWA FINDS FARMERS'
DOLLAR "LOCKING UP."

The brightest point in the 1932 agricultural outlook report is the prospect of a more favorable ratio between prices of farm products and prices of commodities the farmer has to buy, according to agricultural economists of Iowa State College, who have been conducting county outlook meetings in various parts of Iowa.

Prices of goods the farmer buys are now slowly declining and eventually will approach a level more nearly comparable to that which the farmer gets for his products, say these economists. Outlook meetings are being held in 56 counties.

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MARYLAND STARTS
MARKETING SURVEYS.

Three surveys dealing with factors in the production and marketing of cantaloupes in Wicomico County (Maryland), eggs in Caroline County, and maple syrup in Garrett County are being made by the University of Maryland extension service. The investigators hope that after the surveys have been completed, plans may be developed whereby producers will be enabled to place on the market a better graded product which can be marketed in a more orderly manner than at present, with a resultant increase in profit to producers. A class in Food Products Inspection is being conducted at the University for the purpose of providing elementary training in institutional buying, and developing experienced food products inspectors. There is urgent demand, especially, for inspection of canning house tomatoes.

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NEW POLICY ON FEDERAL
RECLAMATION IS REQUESTED.

Calling the proposed \$400,000,000 Columbia Basin irrigation project "indefensible," the National Advisory and Legislative Committee on Land Use, meeting at Washington recently, asked for a new policy on Federal reclamation. The Committee stated: "We vigorously indorse the stand taken on this matter by the Secretary of Agriculture in his statement to the Board of Engineers for Rivers and Harbors of the War Department. The Bureau of Reclamation should be assisted in rehabilitating existing Federal projects which may be in distress and in getting these projects on a sound economic basis. No new projects should be undertaken until the long-time agricultural outlook reveals a necessity for more land in cultivation."

This Committee, and the National Land Use Planning Committee, reaffirmed, with slight changes, the eighteen recommendations approved by the 350 delegates to the Chicago conference on land utilization, last fall.

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OFFICIAL UNITED STATES STANDARDS FOR STRAW (Wheat, Oat, Barley, Rye, and Rice Straw) have been issued by the Bureau of Agricultural Economics, effective July 1, 1932.

NEW HAMPSHIRE ISSUESLIST OF MAPLE PRODUCERS.

A leaflet that contains a list of New Hampshire producers of maple syrup, sugar and other maple products has been issued by New Hampshire Bureau of Markets as an aid to producers in marketing their products. The list is limited to producers who are using the New England Quality Farm Product Label and to those who have color sets and therefore are able to put out a graded product. Now that State grades have been established on maple products it is believed that the publicity will be of much greater value if purchases and sales are made in terms of the State grades.

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NEW YORK FARMERSPLAN THEIR FUTURE.

Seven of the fifty-five agricultural counties in New York State have adopted policies to adjust local agricultural conditions through conferences, according to L. R. Simons, state leader of county agents at New York State College of Agriculture.

The job of the county committee is to develop a long-time farm policy, which is regarded as being of particular importance in the older farming regions where certain unprofitable crops must be replaced by crops that will make money. The timothy hay regions were first to be affected by changing conditions, Simons says, and many have changed from timothy to alfalfa and clover.

County committees are organized under the direction of the county agricultural agent, cooperating with a farm management specialist from the state college. The committee usually consists of from twelve to fifteen farmers, representative of the various farm interests, and one or more bankers and business men. No conference committee is organized until information is available from farm management surveys and from farm accounts in several typical communities of the county.

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WORLD GRAIN SHOW TOBE HELD IN REGINA.

Postponement of the World's Grain Exhibition and Conference to July 24 to August 5, 1933, has been announced by Ernest Rhoades, secretary of the event, Regina, Canada. The show is to be held in Regina.

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ILLINOIS DAIRYMEN GETTINGRID OF LOW PRODUCING COWS.

Illinois dairymen are setting new speed records in getting rid of lower producing cows as a means of meeting present prices, says C. S. Rhode, dairy extension specialist, Illinois College of Agriculture. Efficiency of production is being speeded up to what is expected to be a new high mark, he reports.

NEW MEXICO SEES POULTRY
INDUSTRY OUTLOOK "BRIGHTER".

The outlook for the poultry and egg industry is as bright or a little brighter than for most other phases of agriculture, says W. M. Ginn, New Mexico Agricultural College. On January 1, 1932, he says, there were 5 per cent fewer hens on farms than on January 1, 1931. The supply of storage eggs to compete with fresh eggs next fall is expected to be very small since the storage of eggs for the past two years has been unprofitable. Poultry feed supplies are large and the relationship of feed prices to poultry and egg prices has been favorable to poultry production.

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SEASON FAVORABLE FOR
FARMING BUT MARKETS DEPRESSED.

The spring season is opening favorably for farm work but the markets are laboring between large supplies and the sharply reduced purchasing power of consumers, says the Bureau of Agricultural Economics in its March 1 report of the farm situation.

Until recently, the bureau points out, farmers were finding it advantageous to convert their feed crops into livestock products. But now most of the important classes of livestock have taken a drastic slump in prices. Confronted with this situation, the bureau finds that "farmers are taking every known means to retrench, to cut expenses, to avoid long-time commitments, to make an hour's labor yield more productive return."

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FARM PRICE INDEX DOWN
THREE POINTS IN MONTH.

A decrease of 3 points in the index of the general level of farm prices between January 15 and February 15, thereby bringing the index on the latter date down to 60 per cent of the 1910-1914 average, is reported by the Bureau of Agricultural Economics.

All group indexes except cotton and cottonseed and the unclassified division declined during the month, outstanding downward revisions being reported for dairy and poultry products. The index of dairy products on February 15 was 79 per cent of pre-war, having registered a drop of 6 points since January 15; and the index of poultry was 70 per cent of pre-war, a decrease of 17 points since January 15.

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GRADING OPENS MARKETS
TO PENNSYLVANIA GROWERS.

More than one million, five hundred thousand dollars worth of graded and State-inspected fruit and vegetable products were sold to buyers in all parts of the world by Pennsylvania growers during the past season, according to D. M. James, Pennsylvania Bureau of Markets. The records show that 3,950 carloads of graded inspected fruits and potatoes were shipped from points in the Commonwealth, and 53,050,000 pounds of raw canning crops were sold during the 1931-32 period.

NORTH CAROLINA ISSUESMUTUAL EXCHANGE HANDBOOK.

"A Mutual Exchange Organization Handbook", which is a guide to organizing and incorporating county or community mutual marketing exchanges, has been issued in mimeograph by North Carolina Department of Agriculture division of markets.

The publication discusses cooperative marketing, mutual exchanges as a type of cooperative marketing association, the law under which mutual organizations are formed, organizing a mutual exchange, and amending the charters of existing exchanges.

The department explains that mutual exchanges are "mutual in that each member shares in the profits of the organization in proportion to the amount of business done through it by him; no individual can own more shares than 20 per cent of the aggregate par value of the paid-in capital stock, and each member is entitled to only one vote regardless of the number of shares held."

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INCREASED EXPORTS CUTAMERICAN COTTON SUPPLY.

The supply of cotton in the United States was reduced 1,345,000 bales in January, so that the apparent supply on February 1 was about 15,700,000 bales or about 4,000,000 bales more than on February 1 a year ago, according to the Bureau of Agricultural Economics. This January disappearance, of which 919,000 bales were exported and 426,000 bales were used in domestic consumption, says the bureau, was larger than in January last year, and in January of 1930. Domestic mill consumption showed less than the usual seasonal advance, but cloth sales are reported to have been the largest since September, 1929. Record purchases by China of American cotton this season were stimulated by a short cotton crop in China, in part caused by floods, and in part the result of recent low prices of American cotton which discouraged Chinese production.

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NEW YORK PUBLIC MARKETSSAID TO NEED MORE ROOM.

Fruits, vegetables, eggs, and poultry now make 98 per cent of all produce exchanged in the public markets of upstate New York, says W. C. Hopper, New York College of Agriculture. Grain and meat have almost entirely left the public markets, but fruits and vegetables have more than taken their place. Consumer-buying direct from markets, he says, has declined greatly because markets are crowded, more people eat in restaurants, retail stores are more conveniently located, and city consumers demand increased services. Householders in Albany bought only five to eight per cent of their fresh fruits and vegetables from the public market in 1930.

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SUGGESTED CHANGES IN ALFALFA and alfalfa mixed hay standards have been issued by the Bureau of Agricultural Economics. These are not official U. S. Hay standards, the bureau explains.

NEWS BRIEFS

THE REGIONAL crop production loan organization, for the nation-wide loaning of the \$50,000,000 and such additional sums as may be allocated to the Secretary of Agriculture by the Reconstruction Finance Corporation Act for crop loans to farms this year, was completed on March 4, Secretary Hyde has announced.

A REPORT of New York City produce unloads shows that carlot receipts from New Jersey have dropped from about 8,800 cars in 1926 to about 864 cars in 1931. Receipts from Maryland and Delaware also show a decided decrease. Total carlot receipts for the year were about 6,000 less than for 1930. Some of the decrease was taken care of by increased truck receipts.

A SLIGHT INCREASE in total production and consumption of meat in the United States during 1931 as compared with 1930 when production and consumption were the smallest since 1922, is estimated by the Bureau of Agricultural Economics. The bureau explains that total consumption of meat varies according to the quality produced. Consumption is high when production is high, and falls off as slaughter supplies decrease. There was an increase in slaughter last year.

THE NEW MEXICO AGRICULTURAL OUTLOOK FOR 1932 has been printed in Extension Circular 109 by New Mexico Extension Service.

LATEST MARKET SUMMARIES issued in mimeograph by the Bureau of Agricultural Economics include:

- "Marketing Tennessee Tomatoes, 1931 Season," by J. B. Owens
- "Marketing Eastern Shore Cucumbers, 1931 Season," by V. H. Nicholson
- "Marketing Texas Tomatoes, 1931 Season," by W. D. Googe
- "Marketing Florida Potatoes, 1931 Season," by B. E. Surry
- "Marketing Mississippi Tomatoes, 1931 Season," by J. B. Owens

ADJUSTMENTS necessary in taxation in view of the possibility of a lower general price level, as discussed by Eric Englund, Bureau of Agricultural Economics, in an address before the American Farm Economic Association on December 28 last, have been incorporated in a mimeograph report now obtainable from the bureau.

RECENT radio addresses, copies of which may be obtained from the Bureau of Agricultural Economics, include;

- "The Price Situation," by A. G. Peterson, February 15
- "February Wheat Markets," by G. A. Collier, February 16
- "February Dairy Markets," by L. M. Davis, February 28.
- "The February Poultry and Egg Market Situation," by Roy C. Potts, February 29.
- "The Farm Situation Abroad," by L. A. Wheeler, March 1.

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U. S. DEPT. OF AGRICULTURE
MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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March 16, 1932

Vol. 12, No. 11

IOWA DAIRYMEN ARE
REDUCING PRODUCTION COSTS.

Dairymen in five Iowa cow testing associations chosen at random and representative of all Iowa associations, produced butterfat during November, December and January of the past winter at a feed cost 26 per cent lower than for the same period last year, and 39 per cent lower than two years ago, according to Iowa State College dairy extension service.

The average cost of producing a pound of butterfat during the past winter was 17.4 cents in these five associations as compared with 23.7 cents in 1930-31 and 28.4 cents in 1929-30. The feed cost per pound of butterfat ranged from 15.9 cents per pound up to 19.2 cents per pound the past winter. Lower feed prices coupled with the fact that practically all of the members of these associations are using large quantities of home grown feeds, especially legumes, are feeding balanced rations including high protein concentrates and are culling the lower producing cows are said to account for their ability to reduce feed costs. Many of them also are using silage.

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MONTANA REPORTS ON
TURKEY MARKETING MARGINS.

A turkey marketing report for Dawson County, Montana, reveals that during the season just ended the producer of prime turkeys actually received 77 per cent of the gross value of his turkeys according to Montana State College extension service. The producer of "choice" received 73½ per cent of the gross, and the producer of the commercial grades received only 69 per cent. Freight costs alone took 18 per cent of the gross returns of the producer of commercial grades. Prime birds sold for slightly more than 7 cents a pound over commercials. The Service suggests that some costs might be lowered by group purchasing of shipping boxes.

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ARKANSAS PLEASED WITH
FARM ACCOUNTING PROGRESS.

"Universal approval" of the farm account project in five counties of Arkansas, this year, is reported by E. H. Reed, extension economist, Arkansas Extension Service. More than 200 farmers have enrolled in the five counties where accounting is being carried as an organized work, and about 100 farmers have enrolled in other counties where it is being carried as individual projects.

NEW YORK URGES CAREFUL
CONSIDERATION OF MOTOR TRUCK TAXES.

Regardless of the motor truck paying its fair share of municipal, state and federal taxes, the problem of additional taxation and regulation should be approached cautiously lest it prove a boomerang, says Prof. M. P. Rasmussen, New York college of agriculture.

Prof. Rasmussen declares that "it is not entirely true, with respect to fruits and vegetables, that the motor truck is responsible for reduced railroad revenues. Carlot shipments of produce from the Pacific coast states, Idaho, and other distant areas have decreased 31 per cent this season. The motor truck can not be held responsible for diverting freight where trucks do not operate. It is more probable that the low prices obtained for apples, potatoes, pears, and other fruits, make it impossible to ship them long distances." He quotes Dr. G. F. Warren of Cornell University, who says, "the popular explanation of the railroad difficulties is that the trucks are getting the freight. The freight does not exist."

It is reported that studies of potato marketing in Pennsylvania, of grape marketing in New York and Pennsylvania, and of egg marketing in New York show that truckers pay farmers more for their produce than they can get through other channels. This, says Prof. Rasmussen, is because the truck operator reduces distribution costs from 15 to 30 per cent. Studies of the Albany market show that inter-city truckers are re-distributing produce bought from farmers, in an area bounded by Burlington, Vermont on the north; New York City on the south; Syracuse and Binghamton on the west; and Pittsfield, Massachusetts on the east. "Truckers," says Prof. Rasmussen, "have been a potent influence in extending the market for New York state produce and should be encouraged rather than legislated against."

ILLINOIS REPORTS MANY
DAIRY ORGANIZATIONS IN STATE.

The seventy-five million dollar dairy industry of Illinois can muster a roll of 138 organizations, according to a tabulation made by Prof. C. S. Rhede, Illinois College of Agriculture dairy extension specialist. Approximately 10 per cent of the cream marketed in Illinois is sold through co-operative pools. It is estimated that at least 5,000,000 pounds of butterfat is marketed each year through these organizations. Most of the milk sold in the larger markets in Illinois is handled through dairymen's milk marketing organizations.

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ARKANSAS HELPS ORGANIZE
EGG AND POULTRY ASSOCIATION.

An egg and poultry marketing association, "The Poultry Producers Association of Arkansas" is being organized at Little Rock, Arkansas, with the assistance of the agricultural extension service, according to E. H. Reed, Arkansas Extension Service.

Mr. Reed reports also that J. H. Heckman has been added to the agricultural extension staff to take the place of J. S. Knox resigned. Mr. Heckman will devote his time to fruit and vegetable marketing. He recently completed work at the University of Wisconsin, for a master's degree in economics and marketing.

CALIFORNIA INSTALLS
TRUCK REPORTING SERVICE.

A record of highway passings of produce destined for Los Angeles by truck from the Imperial Valley, Coachella Valley, San Diego County, Central Coast districts, and the San Joaquin Valley, is being secured between 6 and 7.30 each evening by wire and long-distance telephone through the cooperation of the California Standardization Service and certain truck lines, reports Walter Kingsbury of the Los Angeles office of the Federal Bureau of Agricultural Economics.

The trucking information is incorporated in a special report that is released to from 25 to 30 firms at 8 p.m., or several hours before the arrival of the trucks. Clifford Taylor, a State employe is in direct charge of the work. The cost of the service is borne by the firms that use it.

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FIVE SAFEGUARDS SUGGESTED
IN PURCHASING SEED.

Five suggestions to farmers buying seed are advanced by the United States Department of Agriculture in an effort to protect buyers against misbranded seed. They are:

1. Insist on a statement of the date of germination as well as the actual germination test. The germination test date should be not more than a month or two before the date of purchase, as some seeds fall off in germination rapidly especially if not well stored.
2. If uncertain that the variety is as represented, insist on evidence or a positive statement as to variety.
3. Whenever possible buy seed only in a region where the variety is commonly grown. If uncertain, get the advice of the State experiment station or the U. S. Department of Agriculture.
4. Test the seeds as soon as possible after buying. If you do not have testing facilities have a sample tested by your State seed analyst. This may prevent the planting of poor seed. It indicates whether or not the seed is as represented.
5. Beware of seed offered at abnormally low prices. Be certain of the quality before buying.

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ARGENTINE WHEAT RATED
AS OF HIGH QUALITY.

Samples of Argentine wheat being received in Europe are of exceptionally good quality and the best in several years, according to a report from the Bureau of Agricultural Economics grain specialist J. H. Shollenberger, now in Italy. Deliveries of new crop wheat are being offered to European merchants on the basis of these samples, and the trade is reported well pleased with its appearance. On the basis of its high quality and its acceptability to the trade, Argentine wheat prices are said to have advanced several cents and narrowed the spread existing between the old crop and Canadian spring wheat offerings. Strong competition from Argentine wheats is likely to be felt this year by Canadian spring and United States hard winter wheats, Mr. Shollenberger says.

MICHIGAN ANNOUNCES RESULTS
OF BEAN MARKETING STUDY.

"Farmers," according to Wilbur O. Kedrick, Michigan State College, in a report of the results of a bean marketing study in that state, "are at a disadvantage in selling beans to the elevators because they lack information concerning marketing conditions, as to the right time to sell. Local competitive conditions make it difficult for elevator managers to give this advice, and managers as a rule decline the responsibility. The claim is advanced by friends of the Farm Board pool plan of bean marketing that, in the Central Terminal Selling Exchange of this plan, an agency will be developed which will furnish this information. An added merit is given the pool plan if this should be the case.

"Some parts of the bean region suffer from an excessive number of elevators.***Now that good roads reach all parts of the bean territory, fewer and more active elevators would yield better results. Beans, sold by the method of private bargaining, lack a marketing system of the best type. Any marketing device which would make for more open methods of price determination would be beneficial. Elevators would benefit from a system of State license, since the power of government could then be used to enforce needful regulations rather than merely the power of a trade association.

"The U.S. system of grading beans has advantages which are very attractive and these grades should be given consideration, not because the grading would be better done than is the case at present but because bean customers would be better pleased. A definite effort should be made to recover the grocery trade in dry beans which the Great Northern bean has encroached upon.***A watchful eye should be kept upon the suggested downward changes in the bean tariff which have been before the U.S. Tariff Commission for consideration during nearly the whole of this year, 1931."

The full report is published by the college as Special Bulletin 217, entitled "Marketing Michigan Beans."

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ISSUES MARKET CLASSES AND
GRADES OF YEARLING BEEF.

Market classes and grades of yearling beef have been made the subject of Circular 208 just issued by the U. S. Department of Agriculture. The publication gives descriptions of the standards, and discusses yearling beef as distinguished from mature beef, and distinguishing features of steer and heifer beef. It covers the grading of meats in general. Most beef-slaughtering plants are now "shrouding" beef, according to the bulletin. The carcasses are split into sides on the killing floor immediately after skin and viscera have been removed, and after the sides are thoroughly cleaned and washed they are subjected to a "cloth-dressing" process, which consists of placing wet or moist heavy cotton sheeting or light canvas over the exterior surface. This material is fastened tightly with skewers to the breast and underline, then drawn tight and close over the side toward the back and again fastened securely on the inner side of the spinal column. Cloth dressing is said to tend to smooth out all exterior roughness and reduce the "patchiness" caused by excessive fat deposits on some portions of the side.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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March 23, 1932

Vol. 12, No. 12

CONNECTICUT SEED LAW

PRODUCES BETTER PRODUCTS

The second annual report of analyses of samples published by Connecticut Department of Agriculture shows a "definite improvement in the quality and the exactness of labeling of unmixed seeds." Lawn mixtures, however, according to the report, "indicate that the same care is not being taken with this group as only 13.79 per cent were correctly labeled."

Deputy Commissioner of Agriculture Leonard H. Healey collected 282 samples of unmixed seeds which were analyzed under the direction of E. M. Stoddard of the Connecticut Agricultural Experiment Station. The analyses show that of this number 89.4 per cent were equal to or above the guarantee for germination, and 92.02 per cent were in the same class as to purity. In 1930, only 77.25 per cent were up to or above the guarantee for germination and 87.52 per cent for purity. Copies of the seed report may be obtained from the Connecticut Department of Agriculture, Hartford.

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FRANCE FRUIT IMPORT RULES

SEEN AS TRADE DETERRENT.

Although France has lifted her embargo on American-grown apples, restrictions still in effect may prove to be disturbing factors in both foreign and domestic markets for orchardists of New Jersey and other States, according to Prof. A. J. Farley, New Jersey extension service horticulturist.

Orchardists who fail to grow and pack fruit free of San Jose scale, he says, will be unable to sell their fruit in France and other European countries, and "apples of exporters who fail to control San Jose scale are likely to be a disturbing factor in domestic markets. If prevented from selling abroad, these orchardists will have to sell in America. Their offerings will be thrown on markets already abundantly supplied and, in many instances, will probably create surpluses that will still further depress prices. In view of this situation, growers who export should make every effort to produce fruit that will pass the rigid inspection requirements of France and other European countries. In New Jersey, detailed instructions for the control of the San Jose scale may be obtained free from county agricultural agents or the State Agricultural Experiment Station."

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A STUDY OF SELLING COTTON IN THE SEED in Tennessee is being conducted cooperatively by the University of Tennessee and the Federal Bureau of Agricultural Economics. The University has also been accumulating data on the subject of cotton prices in relation to quality.

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Attn., Miss Trullinger,
Washington, D. C.

NEW JERSEY SECRETARY WOULD
DISCONTINUE PLANT QUARANTINES.

Opposition of New Jersey agricultural and horticultural interests to continuation of four Federal plant quarantines "involving heavy expenditures by New Jersey and other quarantined States" was voiced by William B. Duryee, New Jersey Secretary of Agriculture, at hearings now being held at the United States Department of Agriculture, at Washington.

The hearings deal with the advisability of lifting the Federal quarantines on the Japanese beetle, European corn borer, white pine blister rust, and narcissus bulbs. An alternative procedure of either completely abandoning the four quarantines or of continuing Federal quarantines on the basis that their costs be paid entirely from Federal funds was suggested by Secretary Duryee.

Reasons for his proposal to abandon the quarantines, he said, are that "the cost of carrying on these quarantines appears to be greater than the value of the protection they afford. In addition, methods of control have been developed for most of the insects quarantined against and are available for use when needed. In the third place, States which are infested through no fault of their own and are under the ban of the quarantines, cannot indefinitely continue to spend large sums of money to protect other States from infestation.

"If the plan of abandonment is not satisfactory to the States at present uninfested, the Federal quarantines should be continued to prevent States from setting up individual quarantines, which would seriously restrain trade. However, the Federal quarantines should be established and maintained under the following conditions: the cost should be carried by Federal appropriation; the quarantined area should include all infested territory and a reasonable area surrounding it; States should be consulted before they are quarantined, and the application and continuance of quarantines should be determined by their costs and value."

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CONNECTICUT WARNS
AGAINST "RABBIT BOOM."

The Connecticut Department of Agriculture is advising farmers to "watch their step" and carefully consider the enterprise from all angles before entering into any contract to purchase rabbit breeding stock, declaring that a careful study of contracts and programs offered by several buy-back companies indicates the wisdom of such action.

The department announces that "since claims are being made about the huge rabbit ranches of California and the enormous volume of meat consumed in the city of Los Angeles, the department has endeavored to learn if rabbit raising is a profitable industry in California. The California Extension Service is conducting a five-year survey of rabbit raising in Los Angeles County, and their second annual report shows that in 1931 the average total gross income per doe was \$10.66, while the average total gross expense was \$13.38, or a net loss of \$2.72 per doe."

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THE NUMBER OF HENS on farms March 1 was only $2\frac{1}{2}$ per cent less than on March 1, despite the low prices that farmers have been getting for eggs, according to the Bureau of Agricultural Economics. Total production of eggs laid by farm flocks on March 1 was 5 per cent less than on that date a year ago.

ILLINOIS SAYS OVER-PASTURING
WILL CUT WHEAT YIELDS.

Anticipating that more wheat will be pastured with livestock this spring than has been the case for many years, Illinois farmers are being told that yields will be endangered unless farmers take precautions to see that the pasturing is not overdone, by Illinois College of Agriculture. Except for their wheat, it is stated, many farmers will be short of pasture owing to loss of grass and clover seedings during the drouths of 1930 and 1931.

The college reports, also, that Illinois farmers have marketed their 1931 grain crops at an even slower rate than have farmers in the remainder of the country, and that a much heavier than normal movement of grain appears likely before the next harvest season. Stocks of corn remaining on Illinois farms March 1 exceeded the five-year average for 1925-29 by 29 per cent, wheat by 180 per cent, and oats by 19 per cent. Only barley fell below the five-year average, being 8 per cent under.

Dairymen are being advised to cut costs next winter by growing more alfalfa and legume hay this season to supply winter feed. Earlier predictions that about one-third of the most progressive farmers in Illinois this year would use big-team outfits as cost cutters are coming true, says the college.

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SEED LOANS FOUR IN
CN FEDERAL OFFICIALS.

More than 3,500 loans totalling \$598,971 were made to farmers up to March 19 for crop production this year from the \$50,000,000 fund allocated to Secretary Hyde by the Reconstruction Finance Corporation Act for 1932 crop production loans. The average loan is slightly more than \$170. More than 20,000 applications for loans have been received at the Washington office and an emergency force of 250 people are at work on them. C. L. Cobb, manager of the Washington office reports that his office has loaned \$231,351 to 1,698 farmers, an average of \$136 to each farmer.

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CALIFORNIA DETERMINES
FEED COST OF SOW.

From the time a sow pig was weaned to a date just one year later, and after she had weaned her first litter, the feed cost \$19.37, according to Prof. E. H. Hughes who is conducting feeding experiments at California College of Agriculture. Had the sow been carried another six months, through her second litter, the cost would have been approximately \$29.06. The cost of feed, if charged to the first litter, would make each pig cost \$2.77 at weaning time; if the second litter were included the cost would be reduced to \$2.07 for each pig.

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FUNDS estimated as available for public road and bridge construction and maintenance in 1932 amount to \$1,353,000,000, of which amount \$882,000,000 is the probable expenditure by State highway departments, and \$471,000,000, it is expected, will be spent by local authorities, according to the United States Bureau of Public Roads.

MINNESOTA REPORTS ON
FARM CREDIT SURVEY.

Sixty-seven per cent of all farms replying to a farm credit questionnaire circulated throughout Minnesota by the University of Minnesota were found to be mortgaged for an average amount of \$8,874 per farm. As a result of data secured from 502 farmers, the University has issued Special Bulletin 148, entitled "Agricultural Credit in Minnesota", in which an effort is made to advise farmers under what conditions they should borrow money, and as to the kinds of loans which are most advisable.

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TENNESSEE ADVISES SALE
OF LOW PRODUCING COWS.

The "secret of success" in dairying under present conditions, according to G. N. Tobey, University of Tennessee assistant extension dairymen, is to "send cows not capable of producing 200 or more pounds of fat to the butcher, raise only heifer calves from highest producing cows in the herd that have been bred to a sire having the power to transmit high production, provide good pastures, and grow plenty of good roughage and grain. These recommendations are being made to Tennessee dairymen on the basis of herd improvement association records which show that "one-third of the cows in Tennessee pay very little above feed and labor cost, whereas even with present prices, high producing herds are making their owners a profit."

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ILLINOIS POOLING EGGS
TO CUT MARKETING COSTS.

Commercial egg producers in southern Illinois are now pooling their interests in shipping eggs to New York, according to F. A. Gougler, Illinois Agricultural Association. Some of the larger producers have been shipping to New York by express for several years, he says, but they find they can get a much lower rate by using pick-up freight service rendered by some of the main railroads passing through southern Illinois to the eastern market. Thirty-five or forty of the large producers in Edwards County are reported to be shipping twice a week, on Tuesdays and Fridays, and to be loading around 35 cases of eggs each day. "Shipments during the past month," are reported to have "netted the producers from three to six cents a dozen more than the local market, depending upon the quality of the eggs."

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CONNECTICUT IS MARKETING
"EASTER" TURKEYS.

Connecticut Department of Agriculture reports that "for the first time in many years the Easter trade is to be supplied with fresh-killed Connecticut turkeys of the desired weights. Late hatching has made available a limited supply of turkeys weighting from 10 to 15 pounds. These turkeys will bear the official yellow tag and New England Quality Label and the growers hope that this use of Connecticut turkeys at Easter will become an annual custom."

NEW YORK SAYS MOTOR TRUCKS CUT COSTS.

Motor truck distribution of fruits and vegetables is probably just as sound an economic development as the cash and carry store; both reduce distribution costs, according to Prof. M. P. Rasmussen, New York state college of agriculture.

"The truck's greatest advantage," he says, "is rapid delivery within ordinary trucking distance. This is extremely valuable for highly perishable produce as sweet corn, grapes, tomatoes, lettuce, and berries of all sorts. It is a common experience for vegetable growers to reduce by fifty per cent the time in transit needed by rail. The package gets but a single handling when loaded on a truck, compared with double or triple handling when shipped by rail. By drenching the load with cold water and driving during cool nights, it is possible to eliminate or reduce the cost of ice. The truck offers the grower and shipper a wider choice of markets than any other transportation system; over-supplied markets can be avoided and the load sent to more favorable places.

"Many communities are too small to use a carload of produce and rates on less-than-carload lots are often so high as to prohibit shipping to such communities. The truck is useful in supplying such communities without waste. Early cuttings and first pickings of a crop often brings high prices before carload quantities are available. Before trucks were used, the early lots had to be shipped by express or as less-than-carload freight at high rates. In many sections new producing areas have been developed near markets that do not have rail facilities.

"One of the most serious drawbacks on the truck is the great variation in dairy truck supplies received in any city. No accurate way to gauge the arrival of truckloads of produce or for regulating the flow of produce to any market, has been devised. Rail arrivals are reported daily and the probable supply of any fruit or vegetable for the market can easily be established. If truck receipts are erratic and undependable, retailers are likely to become timid and reluctant buyers in trying to avoid losses. The mobility of the truck accentuates these difficulties.

"Another disadvantage of trucks is the congestion in city markets. Public markets were designed for horses and wagons and not for trucks. Lack of refrigeration is also a disadvantage, but some trucks are now equipped with such units. Weather affects trucks more than rail deliveries, but the same difficulties may beset the produce after it reaches its destination, even though hauled by rail."

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BEEF GRADING SERVICE IN GROWING DEMAND.

The "truth-in-beef" movement is growing, the Bureau of Agricultural Economics reports. From July to December, 1931, representatives of the bureau graded and stamped 80,381,045 pounds of beef, or an increase of 46,190,563 pounds as compared with the same period in 1930. In January this year, 13,642,303 pounds of beef was graded and stamped, which is 71.4 per cent more than the quantity thus certified in January 1931. The bureau has developed a new roller stamp much smaller in size than the one now used for use by all official graders in impressing upon the beef the official designation of quality.

FARM BOARD ASSAILS"WHEAT DUMPING" TALK.

A denial that "stabilization wheat is to be dumped" was issued by the Federal Farm Board on March 22. The Board said:

"Rumors are continuing to be circulated that George S. Milnor, Vice President and General Manager of the Farmers National Grain Corporation, went to Europe for the purpose of dumping stabilization wheat.

"These rumors are untrue and they have the earmarks of being a part of a malicious attempt to manipulate the market for the express purpose of aiding those who are speculating in grain.

"There will be no stabilization wheat dumped anywhere. We announced last July how this wheat would be sold. This program has been followed and will not be changed."

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ILLINOIS FARMERS CUTCROP COSTS TO LOW LEVEL.

Illinois farmers last year cut the cost of producing corn, soybeans, and wheat to the lowest level in twenty years but still were unable to show profits under prevailing prices, according to R. H. Wilcox, Illinois College of Agriculture. The figures are based on cost records which farmers kept in cooperation with the college. The total cost of growing and harvesting an acre of corn in 1931 on the cost-keeping farms was \$21.96, including taxes and interest on land valued at \$180 an acre, which is approximately the same value used throughout the 20-year period. The yield was 48 bushels an acre, making it cost 46 cents a bushel to grow and harvest a bushel of corn on these farms. Soybeans cost 86 cents a bushel, and winter wheat 72 cents a bushel.

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NEW YORK Department of Agriculture and Markets has just issued in its Agricultural Bulletin 253, a comprehensive report on "Statistics Relative to the Dairy Industry in New York State, 1930-1931." R. L. Gillett, agricultural statistician, says that "its contents probably will be of considerable interest to people engaged in statistical dairy and marketing activities in various sections of the United States." He says that an edition covering the production year 1931 is now in course of preparation.

PRODUCTION AND CARRY-OVER of Fruit and Vegetable Containers for the Year 1931 are reported in a mimeographed statement just issued by the Bureau of Agricultural Economics.

A BOOKLET showing the unloads of 19 fruits and vegetables in 66 cities during the year 1931 may be obtained from the Bureau of Agricultural Economics.

"MARKETING NORTH CAROLINA Peaches, Summary 1931 Season," has been issued by the Bureau of Agricultural Economics.

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★ APR 1 - 1932
of Agriculture

March 30, 1932

Vol. 12, No. 13

THE ATLANTIC STATES DIVISION of the NATIONAL ASSOCIATION OF MARKETING OFFICIALS will hold its annual Spring meeting at Washington, D. C., on April 19.

R. B. Etheridge, secretary of the division, reports the preparation of an extensive program for this meeting at which there will be full discussions of current agricultural marketing developments and problems.

The complete program of the meeting will be reported in the April 13 issue of "MARKETING ACTIVITIES."

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NORTHEASTERN STATES ACT

ON POULTRY MARKETING PROGRAM.

The Marketing Committee of the Northeastern Poultry Producers Council, which is composed of departments of agriculture and other agricultural service and research organizations in thirteen eastern states, met at Philadelphia, March 18, and outlined a proposed program of activity, subject to the approval of the Executive Committee of the Council, in part as follows:

"That the Council make a survey of all farm and commercial egg production in the respective states, the total volume of eggs produced in each state, present methods of marketing, systems of grading now in use, and what proportion of eggs is sold under these grades.

"That a survey be made of receipts arriving on the New York City market from all sections of the country, including the scoring of eggs in the respective grades based on United States standards so as to gain an insight of the competition to be met and also to apply corrective measures in production in the states represented in the Council.

"That these surveys, when completed, be compiled by the Marketing Committee to provide an orderly distribution of all surplus eggs under specific grades from the respective states, and that each state provide insofar as is possible for the profitable distribution of eggs within its own borders.

"That there be further education in the use of the five-point egg marketing project proposed by the Marketing Committee of 1931, which is now in effect in several of the states by different methods. The five points are: (1) produce clean infertile eggs; (2) keep eggs cool; (3) sort for size and interior quality; (4) pack each size separately in strong clean cases with sound clean flats and fillers, and (5) ship not less than twice

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a week.

"That the breed improvement side of the program be placed under the administration of the Bureau of Agricultural Economics as a matter of grade terminology rather than breed improvement, and that the terms 'Supervised,' 'Certified,' and 'Record of Performance' be construed to mean specific grades of hatching eggs, baby chicks and adult stock, and that the term 'Accredited' be construed to mean disease eradication entirely, having no connection whatever with breed improvement, and that where such disease eradication has been accomplished under the requirements of this term so as to make its use permissible that the term be used as a suffix indicating such disease eradication; for example, 'Supervised-Accredited,' 'Certified-Accredited,' and 'Record of Performance-Accredited,' which would indicate a definite degree of improvement and disease eradication and that no term be used to designate blood testing alone as an official term.

"That the Executive Committee include in this year's program a definite program for turkey marketing under grades similar to those now used in the Connecticut Turkey Program, and that all grading work, regardless of terminology, should be based entirely on the United States standards and grades."

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RHODE ISLAND REPORTS ON TURKEY MARKETING PROGRAM.

This is the third year that the Rhode Island Bureau of Markets has been working with Rhode Island turkey producers on a turkey marketing program, according to Melvin H. Brightman, chief of that bureau. During this three-year period, he says, approximately 60 per cent of the turkeys sold at wholesale in the state have been identified with the New England Quality Label, which showed that the turkeys were produced in Rhode Island and conformed to the grade known as "Rhode Island Native Fancy."

A total of 10,635 labelled turkeys have been sold, and last year the turkey producers organized the Rhode Island Turkey Producers' Association whose membership includes a large proportion of the turkey producers in the state. It was recommended at the annual meeting of this association that some cost studies be made to find out how much it costs to produce Rhode Island turkeys, and the association voted to cooperate with the State College in obtaining information on this subject.

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PENNSYLVANIA REPORTS WHEAT PRODUCTION EFFICIENCY.

Farmers in Pennsylvania have been harvesting approximately the same acreage of winter wheat during the past two years, as their grandfathers harvested 85 years ago, but are securing almost six million bushels more of the produce due to an increase of seven bushels per acre in average yield, according to Pennsylvania Department of Agriculture bureau of statistics and information. The total acreage seeded to wheat now is said to be about the same as before the Civil War, but there have been marked changes in the geographic distribution of this acreage within the state.

HEBREW HOLIDAYS THIS YEAR

The following dates of Jewish holidays are cited by New Hampshire Department of Agriculture, in view of their effect upon meat and poultry marketing:

March 22	- Purim
April 21 and 22	- Passover
April 27 and 28	- Last Passover
June 10 and 11	- Feast of Weeks
October 1 and 2	- New Year's
October 10	- Day of Atonement
October 15 and 16	- Feast of Tabernacles
October 22	- Feast of Laws

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CONNECTICUT REVIEWS CROP
AND LIVESTOCK SITUATION.

Connecticut's "Crop and Livestock Review," an annual publication of the State Department of Agriculture, has been issued by that department. The crop information is compiled by the department in cooperation with the New England Crop Reporting Service. Its chief purpose is to place in the hands of Connecticut farmers information which will be of assistance to them in more scientifically planning their farm business for the coming season.

S. McLean Buckingham, State Commissioner of Agriculture, in his foreword says: "In accordance with our annual custom, we are making available in advance of the planting season facts and figures concerning various phases of Connecticut agriculture. For the first time, we are including information concerning poultry numbers, vegetable acreage and prices paid to Connecticut farmers for poultry, eggs and vegetables." The information deals chiefly with livestock numbers, acreage, yields per acre, total, production, and values, and compares the past season with recent years.

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VIRGINIA FEDERAL-STATE EGG
GRADING SERVICE PROFITABLE.

The Federal-State egg grading stations in Virginia are now shipping approximately 850 cases of eggs a week to the New York market, according to Cecil Rogers, Federal-State supervisor of the egg grading service in Virginia, in which the Virginia Division of Markets and the Federal Bureau of Agricultural Economics are cooperating. Between 250 and 350 cases a week are going to Washington, D.C. from Harrisonburg, he adds.

The majority of the stations, Mr. Rogers says, are returning to the producers from $2\frac{1}{2}$ to 5 cents per dozen, net, above the local market prices.

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PROPOSALS to change the label designation on canned foods to read "Below U. S. Standard - Good Food - Not High Grade," instead of "Below U. S. Standard - Low Quality But Not Illegal" as now required in regulations under the McNary-Mapes amendment to the food and drugs act, will be discussed at a public hearing to be held at the Department of Agriculture at Washington, D.C., April 14, at 10 a.m.

REPRATION ORDER ISSUED
IN PERISHABLES ACT CASE.

Damages in the sum of \$378 have been awarded to Jill Brothers, New York, N. Y., by order of the Secretary of Agriculture, who has also ordered this firm to pay to Demase & Morgan Co., Pittsburgh, Pa., the sum of \$145.40 as the result of a hearing under the Perishable Agricultural Commodities Act, the Bureau of Agricultural Economics has announced.

Jill Brothers bought five carloads of US-1 tomatoes from Demase & Morgan at \$1.25 per lug delivered. One of these cars contained tomatoes that Jill Brothers contended were not of the quality purchased and they therefore refused to pay the full purchase price, tendering to Demase & Morgan a check in the sum of \$165.25, which check that company refused to accept. The tomatoes in this car were not officially inspected at either shipping point or destination but were inspected by a private inspector at New York, whose certificate stated that the tomatoes were affected by watery soft decay ranging from 4 per cent to 24 per cent, that 233 of the 260 lugs showed wet stains, that some were in a leaky condition and that the condition of the tomatoes on arrival indicated that they were not US-1 prior to shipment from Pittsburgh. The tomatoes were sold by Jill Brothers at an average price of \$1.37½ per lug whereas the tomatoes of the quality specified in the contract of sale sold on the same market at an average price of at least 60¢ more per lug. Jill Brothers claimed, therefore, that because of the failure of Demase & Morgan to make delivery in accordance with the terms of the contract they had been damaged in the sum of 60¢ per lug.

The Secretary found that Demase & Morgan sold US-1 tomatoes; that they failed to deliver tomatoes of this quality and that Jill Brothers were damaged in the sum of \$378. Jill Brothers did not file a counter claim but asked that the complaint be dismissed, although their answer alleged, and it was proved, that they had offered Demase & Morgan the sum of \$165.25 in full settlement. The Secretary found that Jill Brothers' answer was sufficient to present the defense of recoupment in diminution or extinction of the price. He therefore held that the complainant is entitled to the contract sale price less damages in the sum of \$378 and freight charges in the sum of \$264.10, leaving a balance of \$145.40. The Secretary's decision thus awards Jill Brothers damages in the sum of \$378 on account of the failure of Demase & Morgan to deliver in accordance with the terms of the contract but orders Jill Brothers to pay to Demase & Morgan the amount still due on the car. He therefore issued a reparation order in the sum of \$145.40 and directed publication of the facts.

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IOWA EXPECTS LOWER EGG
PRODUCTION IN CORN BELT.

A general reduction in egg production on Cornbelt farms this year as compared with last year is indicated by a recent survey made by a commercial produce company, according to Iowa Extension Service. The survey is based on the opinion of college poultrymen, county agents, produce dealers and others. It indicates a 6 per cent decrease in number of hens on farms as compared with a year ago, and a prospective 5 per cent decrease in egg production from March to June, inclusive, compared with a year ago.

NEW YORK RECOMMENDS"DISTRICT SELLING".

"Peddling" is recommended to farmers as one of the ways to provide home-made farm relief, by Prof. Van B. Hart, New York State College of Agriculture. Farm prices, he says, are 22 per cent below pre-war prices, and the distributing costs, or the charges added to farm prices before the consumer buys, are 68 per cent above the pre-war level. Savings may be made both in more direct selling and buying Feed, fertilizer, and seed can be bought cheaper in quantity and for cash, he says.

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LOUISIANA SAYS SWEETPOTATO INDUSTRY IMPROVED.

The sweet potato industry in Louisiana has made creditable improvement along marketing lines in recent years, according to B. B. Smith, Louisiana Extension Service. He says that Louisiana shippers have reached out into northern markets and encouraged people there to get Louisiana sweet potatoes in greater quantities than ever before. The stock, he adds, is being packed, inspected and shipped in a manner that results in top prices on the markets.

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CHICKS hatched early, in March and April, are usually more profitable than those hatched in June and July, says F. E. Moore, extension poultryman, North Dakota Agricultural College.

"PREPARATION OF CABBAGE FOR MARKET", Revised, has been published as Farmers' Bulletin 1423 by the U. S. Department of Agriculture.

"FARM MANAGEMENT and Its Application to Southern Agriculture", an address by C. L. Holmes, Bureau of Agricultural Economics, before the Fifteenth Annual Conference of Vocational Agricultural Workers, Washington, D. C., March 9, is available in mimeograph form from the Bureau.

"SEED VERIFICATION SERVICE EXPLAINED," is the title of a mimeograph by the Bureau of Agricultural Economics.

"FARM POWER in the Yazoo-Mississippi Delta," has been issued as Bulletin 295 by Mississippi Agricultural Experiment Station.

THE FORTY-SECOND Annual Report of the Agricultural Experiment Station of New Mexico College of Agriculture and Mechanics Arts has been published by that college. Economic projects reported in the bulletin are "Economics of Sheep Production in New Mexico," "Farm Business Analysis and Historical Study in Curry and Roosevelt Counties, with Some Enterprise Cost Studies on Butterfat Production," "Cost of Production and Marketing New Mexico Fruits and Vegetables," "Farm Organization and Rented Market Outlet Study in the Middle Rio Grande Conservancy District," and "Determination of the Market Qualities of New Mexico Eggs."

RAILROAD LIABLE FOR DIFFERENCE IN SHIPPERS' WEIGHT AND
WEIGHT ASCERTAINED AT DESTINATION.

Pennsylvania R. Co. v. Windfall Grain Co.

Appellate Court of Indiana.

177 N. E. 902.

The railroad company appeals from judgement to the Windfall Grain Company. The action was brought by the grain company, owner of a number of grain elevators, against the railroad company for loss of grain in shipment, being shelled corn, bulk oats, and wheat. This was weighed by the plaintiff grain company and the figures representing the weight were inserted by an agent of the railroad company in bills of lading. The railroad company did not weigh the grain, although it was stipulated on the bills of lading that the weight was "shipper's weight" and was subject to correction. The cars containing this grain were weighed at destination by disinterested party and freight was based upon destination weights and not upon weights ascertained by plaintiff. The freight was paid upon destination weights. No evidence was shown as to actual loss of grain through negligence of the railroad company. In the case of each car containing this grain the weight ascertained at destination was less than the plaintiff's indicated weight. The question involved was whether the carrier was liable for the difference in the shipper's weight as determined by him and the weight ascertained at point of destination, without any proof of defective condition of car or of actual loss in shipment.

The Act of Congress of August 29, 1916, provides that the carrier may, by inserting in the bill of lading the words "shippers' weight, load and count" or other words of like purport, indicate that the goods were loaded by the shipper and the description of them made by him; and if such statement be true the carrier shall not be liable for damages caused by the improper loading or by non-receipt or by the misdescription of the goods indicated in the bill.

In discussing the matter of evidence to be introduced by the shipper the Court stated that apparently there is some conflict of opinion in the decided cases of this kind as to how much evidence must be introduced to make out a prima facie case, and in this connection excerpts from various opinions were given. The Court said:

"The rule that the burden is on the carrier, who has the exclusive custody of the property is a reasonable one, inasmuch as it is but just to require the carrier who has the property in complete custody, who knows and controls the men who manage the instrumentalities of transportation, and who has the means of explanation at hand, to show what caused the loss or injury, rather than to cast that burden upon the shipper, whose means of information are comparatively meager, and whose power of securing knowledge of facts is circumscribed within very narrow limits."

It was stated further that in this case there was a positive finding of fact that the carrier received a certain amount of grain and failed to deliver that amount at destination and that the evidence is sufficient to sustain the findings of fact. Therefore, judgement for plaintiff was affirmed.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 6, 1932

Vol. 12, No. 14

MARKETING OFFICIALS SHAPE PROGRAM FOR SPRING MEETING.

The preliminary draft of the program of the ATLANTIC STATES DIVISION of the NATIONAL ASSOCIATION OF MARKETING OFFICIALS, for its annual Spring meeting at Washington, D.C., on April 19, promises the most informative session ever held.

The program has not been completed as yet, but here are some of the topics that have been drafted by Secretary Etheridge of the Atlantic States Division: "Northeastern Egg Quality Program"; "Effect of Truck Movement on Shipping Point Inspection of Fruits and Vegetables"; "Effect of Quick Freezing Process on Producing Areas"; "Should the Federal-State Shipping Point Inspection be on a Uniform Basis in Each State."

The complete program, including names of speakers will be published in the April 13 issue of "MARKETING ACTIVITIES." Meanwhile, Secretary Etheridge expresses the hope that all State marketing men and agricultural college people interested in marketing will plan to attend the meeting and take part in the discussions. He promises everyone a grand time, - cherry blossoms, the latest news on marketing, a get-together luncheon, more of the latest news on marketing, and an informal dinner at which he is doing his best to induce Assistant Secretary of Agriculture R. W. Dunlap to be the speaker.

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NEW YORK WARNS

AGAINST "RABBIT RACKET."

New York College of Agriculture has added to the warnings being issued by eastern departments of agriculture and agricultural colleges against the prevalent "rabbit racket." In this racket, says R. B. Hinman of New York College of Agriculture, the victim is to buy a given number of rabbits of a certified breed and use them as foundation breeding stock. The company which sells these first rabbits to him then agrees to buy back all of the natural increase at a stated sum a pound for a term of years. The original

U. S. Dept. of Agriculture Library,
Attn, Miss Frohman,
4 K Washington, D. C.

cost sometimes includes hutches and feed for a few months to make sure the buyer is on the right track. Five does and one buck rabbit are usually priced at about \$150, a high price for four-dollar rabbits, according to Professor Hinman, but the buyer's qualms are soothed when told that he is "buying a market and not just animals."

The bounds of possibility must be stretched to see reasonable returns, Professor Hinman points out. It would take all of the young, born and reared under the best theoretical conditions, for two and one-quarter years to pay the purchase price. The breeding years of the typical doe, allowing for losses and sterility, can not be safely estimated beyond two and one-half years. All feed costs, after the original supply is exhausted; labor, added equipment, overhead, and interest must be earned by the progeny of one-quarter year, or one litter, he says

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SOME FACTORS IMPROVED IN FOREIGN SITUATION.

Favorable and unfavorable factors in the current foreign agricultural situation for American products, with the favorable factors slightly outweighing the unfavorable, are listed by the Bureau of Agricultural Economics, as follows:

Favorable: A more hopeful tone in Great Britain following an improved financial position; a somewhat less rapid contraction in continental Europe industrial activity; German elections results; declining military activity in the Orient.

Unfavorable: European unemployment figures continue unusually high; further contraction of international trade.

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CALIFORNIA STUDIES PRUNE PRODUCTION COSTS.

Wide variations in costs of growing prunes, as contributing factors in losses and profits, have been found in a survey in Tulare County (California) just completed by California College of Agriculture. The orchards studied are representative of the entire county, and include plantings from seven to twenty-four years of age.

Total cultural costs were found to vary from \$20.58 to \$27.50 per acre, with an average of \$24.25. Total labor costs range from \$48.51 to \$60.45 an acre, with an average of \$54.46. Excluding investment charges, three growers made an income varying from \$3.14 through \$13.37 to \$22.01 an acre. The remainder of the growers showed a loss in income above cash costs, varying from \$1.86 to \$58.75 an acre.

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IOWA FINDS NET FARM LOSS \$1,860 LAST YEAR.

Despite a material increase in efficiency of farm operations, 108 farmers in the Four-County Farm Business Association of Butler, Franklin, Grundy, and Hardin Counties (Iowa) showed a net farm loss for 1931 of \$1,860, says Iowa Extension Service. In 1930 the net income was \$1,167, which was \$3,027 greater than the income for 1931. Drought and price declines were responsible for the losses in 1931.

VERMONT GRADING INTEREST GROWING

By H. A. Dwinell
Vermont Division of Markets

That the producers of farm products are voluntarily becoming more and more interested in the proper grading of their products is especially true of the Vermont maple producers. No better evidence of this is needed than the demand for grading equipment which the Division of Markets, Vermont Department of Agriculture, makes available for distribution.

Since definite state grades on maple syrup and sugar were established in 1927, standard color grading sets have been made up and issued at a low cost to the producers in Vermont. There has been a steady increase in the number distributed until more than 700 sets were put out in 1931. This number included 100 sets for New Hampshire where grades on maple products similar to Vermont's were established. This year more than 850 sets were prepared and there seems to be every indication that this number will be completely used up.

It is estimated that over 3,000 sets are now in use. The number in use, however, does not correctly indicate the effect which they may have on the industry. All the major buyers of syrup in wholesale lots use these official grading sets; therefore the use of them is applied to a large majority of the crop. For the most part the individual requests have come from producers who are selling their product direct to consumers who desire to know definitely the grade of the product being delivered. It is safe to say that much of this interest in grading is prompted by consumers who are becoming "grade minded" and are ordering for their needs on the basis of definite grades.

Along with the color requirements the proper density of syrup is important. The best instrument for checking the density is the hydrometer. The distribution of hydrometers has always been limited but this year the demand has increased more than threefold. Further emphasis on the interest in grading is noted in the fact that there has been a 20 per cent increase in the number of producers of maple products, who have requested of the department the privilege to use the "Quality Label" as an identification of the graded product.

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FARMERS PLANNING TO
GROW OWN FOOD THIS YEAR.

Farmers, especially in the South, are determined this year to be more nearly self-sustaining as to food and feedstuffs, says the Bureau of Agricultural Economics in its April 1 report on the farm situation. Plans of farmers in the spring wheat area to sow 3 per cent more spring wheat acreage than was sown a year ago are interpreted as "a determination of the spring wheat territory to "come back" after its disasters of last season."

The bureau says that "the early growing season which was hailed a month ago received a sharp setback from the storms and cold waves of March. The South suffered the brunt of the crop damage. Tender truck crops, such as beans, cucumbers, and tomatoes, were injured badly. From Texas to the Atlantic, many fields of these vegetables, and also early gardens, were wiped out. Tree fruits were injured somewhat."

NEW ORLEANS A GOOD
MARKET FOR CALVES.

The high per capita consumption of veal in New Orleans, says B. B. Jones, Louisiana Extension Service, makes it an excellent market for calves. Smaller consumption of beef, he says, means that the New Orleans stockyards receive more heavy cattle sometimes than can be conveniently disposed of locally.

"In the past, great numbers of beef animals were bought on the local yards by packing plants in states to the east and the cattle were shipped on there for slaughter. This business helped the local stockyards, meant additional tonnage for the railroads, and in many other ways benefited various lines of business. Above all, it furnished a profitable market for the farmer who had such cattle to sell.

"But this has practically all been stopped since the tick free states, into which these cattle were formerly shipped, have declared a quarantine against Louisiana because of her thick infestation. An exchange of correspondence with Alabama authorities just recently brought the ultimatum to us, that if we want this business we had better get busy and clean up and stop trying to ship cattle into tick free states which do not want to be reinfested from our diseased and tick bitten animals. This is just another sample of the great penalty Louisiana is paying because of its delay in solving this problem."

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FARM PRICE INDEX GOES UP.

For the first time in five months the index of the general level of farm prices advanced over the preceding month. On March 15 the index of prices as reported by the Bureau of Agricultural Economics was 61 per cent of the 1910-14 level, or 1 point above the figure for the corresponding date in February. Slight advances in prices of wheat, barley and rye were offset by a slight decline in the farm price of corn. The index of the farm price of meat animals advanced 4 points during the month. Price advances were reported for fruits and vegetables, up 5 points during the month, and for cotton and cottonseed, up 3 points. Declines were registered in prices of butter, butterfat and eggs.

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NEW YORK FARMERS CAN
GET FEDERAL BANK CREDIT.

Until recently, New York laws either prohibited or did not provide for the organization of agricultural credit corporations, and because of restrictions under the agricultural credits act, most rural banks were not able to make full use of the intermediate credit banks. Recent revisions of New York state laws now make outside capital for agricultural purposes available for New York state farmers from the Federal intermediate credit bank at Springfield, Mass.

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ILLINOIS farmers have made a 61 per cent increase in the number of tractors on their farms since 1925, but many of them have failed to get rid of enough horses when adding a tractor, with a resultant excess of power, says Illinois College of Agriculture.

RAILROAD RESPONSIBLE FOR DELIVERY IN GOOD CONDITION
OF PERISHABLES IT RECEIVES.

Gehrke v. American Railway Express Co.
Supreme Court of North Dakota, Dec. 31, 1931.
(240 N. W. 321)

This is an action to recover the value of certain poultry shipped by defendant for plaintiff. Judgement was entered in the sum of \$284.55 for plaintiff, from which judgement defendant appeals.

Plaintiff delivered to defendant at Baldwin, North Dakota, six boxes of dressed chickens and one box of dressed turkeys, all in good condition, consigned to Philadelphia, Pa. When the poultry arrived in Philadelphia, the consignee refused to accept it on account of its spoiled and decomposed condition rendering it unfit for food.

It appears that before preparing the poultry for shipment plaintiff inquired of defendant's agent at Baldwin whether proper refrigeration would be furnished, and upon receiving reply that if weather conditions made it necessary there would be a refrigerator car, the plaintiff prepared the poultry for shipment and delivered it to defendant at the station.

Appellant contends there was no contract between the parties for furnishing refrigeration service and that it would be unlawful and contrary to Interstate Commerce Commission regulations to furnish a refrigerator car for less than a carload. The observation of the Court is that if there was to be no refrigerator car furnished at the station indicated by the agent of the railway, the defendant could have refused to accept the poultry; that the boxes and barrels in which the poultry was shipped were labeled and marked "poultry", and that defendant could not help but know that this poultry could not be shipped all the way to Philadelphia in good condition without some kind of refrigeration.

In its decision the Court further stated:

"It seems to be a generally well recognized rule that a common carrier may refuse to receive for shipment goods which are not packed, or which are so improperly or insufficiently packed that their transportation in that condition would be likely to entail on the carrier an element of extra risk, or would oblige it to exercise greater care to avoid injury or loss. It has been held that if goods are unfit for shipment, and ordinary observation would discover that fact, it is not only the right, but the duty of the carrier to refuse the shipment, in order that the shipper may, if he can, conform the shipment to a fit condition for transportation. Such a doctrine conceding to a carrier the right to reject goods offered for carriage where they are improperly packed is a necessary consequence of yet another principle, which seems to be generally entertained, namely, that the acceptance of a shipment for transportation without qualification or dissent in respect of the fitness of its condition for that purpose, subjects the carrier to all liabilities ordinarily attaching to an accepted shipment of the character to which that shipment belongs." 4 R. C. L. 665, par. 142.

In this case the poultry was perishable and was received by defendant in good condition and the burden was on it to show that damage did not result from any cause for which it was legally responsible. Numerous cases are cited.

The defendant offering no proof to overcome the burden the Court held judgement must be affirmed.

NEWS BRIEFS

THIRTY-NINE different kinds of fruits and vegetables from thirty-two states and four countries are found in the annual bill-of-fare of the people of Albany, New York, says New York College of Agriculture.

SUBSTANTIAL progress was made in livestock farming in Alabama in 1931, says Alabama Extension Service. The number of animals on farms increased, quality was improved, and better methods were practiced in feeding and management.

SHEARING of the 1932 wool clip is under way in Northern Hemisphere countries which annually produce between 950,000,000 and 1,000,000,000 pounds of wool or about 30 per cent of the world's output of combing and clothing wools, says the bureau of Agricultural Economics.

EXPORT MOVEMENT of domestic cotton continues to be a bright spot in the raw cotton situation, says the Bureau of Agricultural Economics. Total cotton exports for the season to the end of February was about 21 per cent larger this season than last, and 12 per cent more than in the 1929-30 season.

THIRTY-EIGHT CENTS of the consumer dollar spent for oranges is returned to the grower, according to a study by the California Fruit Growers Exchange, reported by the Los Angeles Chamber of Commerce agricultural department.

"HANDBOOK OF OFFICIAL STANDARDS FOR BEANS" has been issued by the Bureau of Agricultural Economics.

AN ANNUAL (1931) summary of dairy and poultry market statistics has been issued in mimeograph by the Bureau of Agricultural Economics. Other mimeographs now available are a report on "1931 Butter Markets" and "1931 American Cheese Markets".

COPIES of radio talks by representatives of the Bureau of Agricultural Economics have been mimeographed and are available, as follows:

"Farm Stocks of Potatoes, March 1," by Paul L. Koenig, March 15.

"Trend of Milk Production," by J.B. Shepard, March 15.

"Making the Most of Sweet Clover," by Matt. A. Crosby, March 21.

"Farmers Learn to Live with the Corn Borer," by K.H. Myers, March 21.

"March Grain Markets," by G.A. Collier, March 22.

"Intentions of Farmers to Plant Feed Crops in 1932," by Dr. S. A. Jones, March 25.

"Intentions to Plant Spring Sown Crops in 1932," by Joseph A. Becker, March 25.

"Intentions to Plant Cash Crops Other Than Grain in 1932," by John B. Shepard, March 25.

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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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April 13, 1932

Vol. 12, No. 15

MARKETING OFFICIALS ORGANIZE PROGRAM FOR SPRING MEETING

Topics to Cover Wide Scope of Marketing Problems

Leading State and Federal marketing specialists will take part in the discussions of agricultural marketing problems at the annual spring meeting of the Atlantic States Division of the National Association of Marketing Officials, to be held at Washington, D. C., on April 19.

The address of welcome will be delivered by Nils A. Olsen, chief of the Bureau of Agricultural Economics, who will discuss briefly some of the latest developments in agricultural economics and marketing from a national viewpoint and endeavor to indicate how solutions of current problems can best be obtained through close cooperation of Federal and State agencies.

The Northeastern Egg Quality Program will be described by A. E. Jones of the New Jersey Bureau of Markets, and discussions regarding this program will be led by Sidney A. Edwards of the Connecticut Bureau of Markets. The widespread development of motor truck movement and its effect on shipping point inspection of fruits and vegetables will be covered by W. T. Derickson of the Delaware Bureau of Markets, W. C. Lynn, of the New Jersey Bureau of Markets, and Geo. A. Stuart of the Pennsylvania Bureau of Markets.

The afternoon session will be featured by a consideration of the question as to whether Federal-State shipping point inspection should be organized on a uniform basis in each state, an address on this subject to be delivered by C. W. Kitchen of the Bureau of Agricultural Economics, and discussions of the problem led by J. H. Meek of the Virginia Division of Markets. A "Sound Marketing Program" will be outlined by F. V. Waugh of the Bureau of Agricultural Economics, and discussion of what constitutes such a program will be led by Warren W. Oley of the New Jersey Bureau of Markets.

Clarence Birdseye of "Quick Freezing" fame will tell the conference the effects of the quick freezing process on producing areas, and discussions on this subject will be led by S. B. Shaw of the Maryland Department of Markets. The annual meeting will be brought to a close with a dinner at which Assistant Secretary of Agriculture R. W. Dunlap will be the speaker.

BACK-TO-LAND MOVEMENT NEEDS SAFEGUARDS, SAYS COMMITTEE.

Safeguards that will prevent exploitation of those who are now going back to the land, and that will prevent the creation of new land use problems, were discussed by the National Land Use Planning Committee meeting at Washington, D. C. last week. A program providing such safeguards will be presented for the approval of the National Advisory and Legislative Committee on Land Use when it meets at the Department of Agriculture May 2-4.

Three groups are now moving back to the land, the committee learned. In the first group are those who left the farm a few years ago, but are now returning to a place of refuge, usually with their relatives. In the second group are those going back to the land simply to obtain food and shelter, and who are renting or cropping from any landowners willing to give them a chance. The third group includes those who have enough money to make a small down payment on a farm. In one northeastern Ohio county, Department of Agricultural officials have learned, one of every three farms visited was occupied within the past two years by persons formerly employed in cities. Most of these farms, many of them sold for taxes or foreclosed and so bought at low prices, were bought by people who have immigrated to the United States from middle and southern Europe within the past generation.

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MARYLAND ANALYZES FIGURES ON SHIPPING POINT INSPECTIONS.

Maryland Department of Markets reports that of the 911 cars of apples inspected in western Maryland last year 95.5 per cent met grade requirements, 52.9 per cent showed varying degrees of off-color, 32.3 per cent insect injury, 35.3 per cent skin cuts and breaks, 25.9 per cent bruises, 28.7 per cent russet, 25.6 per cent hail injury, 29.5 per cent bitter pit, 15.9 per cent San Jose scale, 10.5 per cent apple blotch, 9.3 per cent growth cracks, and 4.3 per cent apple scab. Of the 4.5 per cent of the cars which failed to meet grade requirements 25 per cent failed primarily because of excessive amount of russet.

The department concludes from the foregoing analysis that "it is apparent that growers have their spraying problem reasonably well in hand, particularly with respect to disease control. Hail injury, bitter pit, growth cracks are factors not easily controlled, but judging from the figures there appears to be need for improvement in the handling of the fruit. Skin cuts, breaks and bruises can to a certain extent be controlled by the producer, if more care is used in handling the fruit."

Discussing foreign embargoes and restrictions, the department reports that "Maryland growers and shippers were able last year to meet the restrictions placed by Great Britain upon American apples. Careful adherence to the spray recommendations made by the entomological department of the University of Maryland, combined with more careful and rigid grading of apples, will undoubtedly result in a very material reduction in the number of cars showing evidence of San Jose scale."

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"TURKEY PRODUCTION" is the title of a publication just issued by Massachusetts State College. The publication discusses breeds, breeding stock, methods of incubation, brooding, feeding, general flock management, and the best methods of preparing birds for market.

COST OF MARKETING LIVESTOCK BY TRUCK AND RAIL

By F. L. Thomsen and W. R. Fankhanel
Missouri College of Agriculture.

The recent and rapid development of trucking already has resulted in radical changes in the livestock marketing situation in Missouri. The number of cooperative shipping associations has been reduced by more than half. Market destinations of livestock from different sections of the state have shifted. The truck has made possible, although not necessarily desirable, the use of types of marketing facilities entirely new to this state.

While distance from market is a principal factor determining truck rates, there are marked variations from the general tendencies of the data, due to local influences. Truck rates in 1930 were highest for sheep. Rates on hogs were slightly lower than for cattle from points within about 100 miles from market, but slightly higher beyond. In 1930 trucking rates were lowest in the St. Joseph territory. Rates from points nearer the market were lower in the Kansas City territory than the St. Louis territory, but from distant points St. Louis had lower rates.

The relation between distance from market and rate charged was more marked for rail than for truck shipments, and the individual cases varied less from the general tendencies of the data. Rail rates in 1930 for the three species ranked from high to low: sheep, hogs, cattle. There was more uniformity as between species and markets for rail than for truck rates. Truck rates on the average were higher than rail rates at all distances in 1930, although at points beyond the average distance from market there was no difference between species in this respect.

The general tendencies of the data in the territories of the three markets - St. Louis, Kansas City, and St. Joseph - indicate that in 1930 the total cost of marketing by truck was less than by rail from localities close to market, and higher from the outlying territory, the "point of equilibrium" varying by species and markets. For the state as a whole in 1930 it cost more to ship sheep by truck at all distances. For hogs, truck shipment was the cheapest up to about 70 miles, and for cattle up to about 50 miles.

Using the 1931 truck rates, and making allowances for a reduction in the local hauling charge on rail shipments, it was found that the total cost of marketing livestock by truck was considerably more favorable as compared with rail than in 1930. For all species to St. Joseph, and hogs to Kansas City, the cost was less by truck than by rail. For hogs to St. Louis and cattle to Kansas City the costs on the average were about the same by truck and rail. For sheep to Kansas City, and both cattle and sheep to St. Louis, rail shipment was cheaper than truck. - (Excerpts from Missouri College of Agriculture research bulletin 165, entitled "Cost of Marketing Livestock by Truck and Rail.)

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SUPPLY OF FARM HANDS was about twice as large as the effective demand for farm help on April 1, with wages averaging about 94 per cent of pre-war, according to the Bureau of Agricultural Economics. The April 1 farm wage index was about 4 per cent less than on January 1, whereas normally there is a seasonal advance during this period.

WASHINGTON FINDS FARM
LIVING COSTS REDUCED.

Living costs of 38 typical farm families representing both eastern and western Washington were reduced over \$200 per family during 1931 through the extensive use of food produced at home, says Washington State College extension service. The figures are based upon records of household expenditures kept under the supervision of home demonstration agents.

Food purchased for the year averaged \$191 per family of 4.4 individuals. Total household cash expenditures averaged \$930 for the year. Each family produced some food at home. Clothing was an expensive item, averaging \$120 per family. One questionnaire revealed that 76 per cent of the farm women made all or part of their house dresses at home. Other average expenditures were: automobile \$92; operating expenses \$84; development \$83; housing \$82; furnishings and equipment \$73; health \$43; personal expenditures \$27; savings \$133.

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ILLINOIS LIVESTOCK GROWERS
GET FREIGHT RATE CUT.

New freight rates now effective in southern and eastern Illinois will save livestock producers about 8 per cent of their former freight bill, in many cases cutting from \$6 to \$8 from the shipping cost of a car of cattle or hogs, according to Illinois Agricultural Association. The area in which the reduction applies includes about 70 counties, the entire territory south of the line from Chicago to Pekin and east of the Illinois River.

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TEXAS STUDIES LOCAL
PRICES FOR QUALITY WHEAT.

Texas Agricultural Experiment Station has formulated a project for determining the extent to which prices paid growers for hard winter wheat reflect central market premiums and discounts as to protein content and numerical grade. The Divisions of Farm and Ranch Economics and of Chemistry at the Station, and the Department of Agronomy in the School of Agriculture are cooperating in the study.

Field work will be started in June 1932. Samples and local price data will be secured from growers during the harvesting season by a representative in the field at selected local markets in about ten counties located in the Panhandle wheat area of Texas. Quotations of central market prices for the range of accepted percentage points of protein content and of numerical grades as recorded by the Fort Worth Grain Exchange will be collected for the same period during which samples and local price data are obtained.

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FARM CROP efficiency cost studies and summarizations as developed by California Extension Service have been started in Nevada by Nevada Extension Service. The calculations will deal with cash costs and cash incomes in connection with poultry and egg production.

DISCLAMIER OF WARRANTY IN SALE OF SEED UPHELD BY COURT

Hoover v. Utah Nursery Company.
Supreme Court of Utah, Jan. 25, 1932.
7 Pac. 270.

The purchaser of seed brought this action against the seller and from judgment for defendant the plaintiff appeals. JUDGMENT AFFIRMED.

Plaintiff ordered from defendant a half pound of "Utah Chinese Celery" seed. Defendant delivered to plaintiff a package of seed that looked like celery seed, for which plaintiff paid. This transaction was in response to defendant's advertisements in its catalogue. Upon the container of the seed at time of sale by defendant there was printed plainly the following :

"Utah Nursery Company uses all possible care and precaution to send out only seeds that are pure and reliable but gives no warranty, expressed or implied, as to the description, quality or productiveness or any other matter of any seeds they sell. If the purchaser does not accept them on these terms, they must return them at once and any money paid by them will be refunded." Utah Nursery Company.

Plaintiff planted two acres with the seed so purchased, which he cultivated. In the late Summer he discovered that the crop on this two acres was "celeriac". This is very much like celery in appearance, but commercially speaking is not celery. The "Utah Chinese Celery" which plaintiff ordered and thought he procured has far greater marketability than celeriac. The market for celeriac is limited. Hence this action for damages.

It appears at the time of the sale it was, and for a long time had been, the common and universal usage and custom of all persons engaged in the seed vending business in Salt Lake City that the vendor of seeds does not by reason of such sale give or make any warranty, expressed or implied, as to the description, quality, productiveness or any other matter in respect to the seeds they sell, and defendant sold such seed pursuant to said general usage and custom.

Appellant attacks certain findings of fact on the ground that they are not supported by evidence and challenges judgement on the ground that it is contrary to law.

In discussing the issue, the Court said in part, "As shown by cases, the so-called disclaimer of warranty which seedmen variously print on containers, tags, and cards placed in the packets is a matter of importance in a transaction involving the sale of seed. The risks and dangers that threaten a crop between the planting and harvesting are numerous. If the seed merchant could not protect himself by custom not to warrant or by a disclaimer of warranty, he would find it hard to survive the litigation that would come to his door".

It is indicated that seed cases are numerous, that no harmony among them is apparent unless they are properly classified, that many of these cases involve a situation in which the purchaser merely orders seed by name or description and no custom or notice of non-warranty is present. Here was cited the case of Hoffman v. Dixon, 81 N. W. 491. It is indicated also that many cases turn upon a question of fact as to whether a custom not to warrant did or did not exist, or whether a notice of non-warranty was or was not given. Here was cited the case of Bell v. Mills, 74 N. Y. S. 224.

Continuing the Court stated, "The law considers the circumstances surrounding the seed merchant. He deals in seeds of many kinds and varieties. He cannot always surely and certainly distinguish one variety from another. His task is not to distinguish between matured plants but to distinguish between seeds that look alike. The degree of difference between the matured plants is not an element in this situation. The name, quality, and description of the seed are the very things he refuses to warrant".

In conclusion it is stated that if the non-warranty notice or the custom is valid at all it covers the description of the seed, the quality, and any other matter. Therefore, it was held that the refusal to warrant was valid.

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MEETING OF AGRICULTURAL ECONOMICS SECTION
SOUTHWESTERN SOCIAL SCIENCE ASSOCIATION

The Southwestern Social Science Association held its regular annual session at Dallas, Texas, March 25 and 26. The Agricultural Economics section was made up of representatives from the University of Arkansas, the Oklahoma A. and M. College, the University of Texas, and the Texas A. and M. College. The three papers read during the morning session of March 25, were: Possible Adjustments in Southern Agricultural Production in View of the Outlook for Lower Prices and Reduced Foreign Demand During the Next Ten Years; Economic Principles and Consequences Involved in Controlling Cotton Acreage by Substituting the will of the State for that of the Individual; and Importance of Economic Training as a Part of the Educational Equipment Needed by Teachers of Vocational Agriculture. The afternoon session was devoted to the problems of teaching Agricultural Economics. A paper was read dealing with The Problem of Post-Graduate Training in the South. Problems of Under-Graduate training were considered from the Standpoint of Aim, Organization, and Content of Undergraduate College Courses in Economics, under the four headings: Farm Management; Farm Credit; Marketing; and Market Prices. The two papers read at the morning session, March 26, were: The Significance of the Russian Agricultural Program to the Southwest; What's Wrong with Distribution. The meeting closed with a Round Table Conference on the Adjustment of Research Projects in Economics to the Present Economic Status of Agriculture. A standing committee was appointed to look into the matter of content of undergraduate courses in Agricultural Economics with special reference to the needs of county agents and teachers of vocational agriculture in the South. This committee is to report at the next session of the Agricultural Economics Section in 1933.

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STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 20, 1932

Vol. 12, No. 16

FOOD PRODUCTS INSPECTION SERVICES, MARKET NEWS REPORTING, AND GROWTH OF MOTOR TRUCK HAULAGE FEATURE TOPICS AT WASHINGTON MEETING OF MARKETING OFFICIALS.

State and Federal Marketing Agencies Are Impressed with Need for Economies in Services; Assistant Secretary of Agriculture R. W. Dunlap Describes Federal Fiscal Situation.

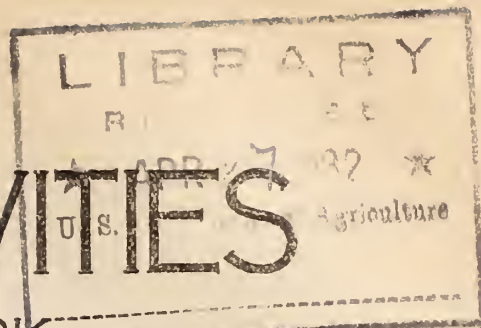
Need for a thorough study of State and Federal research and service work with a view to effecting economies that will not impair the value of long-continued activities whose efficiency and usefulness have been abundantly demonstrated in the last ten years was the keynote of the annual spring meeting of the Atlantic States Division of the National Association of Marketing Officials, held at Washington, D.C., April 19.

Irreparable loss to agriculture and to the Nation was seen in any arbitrary and unscientific curtailing or illiminating of services. Such a situation would result, it was the consensus of opinion, should reductions be made on a flat percentage basis as contrasted with a careful appraisal of what activities might be reduced during what is believed to be only a temporary period of national economic distress.

R. W. Dunlap, Assistant Secretary of Agriculture, described the procedure followed by the National Congress in handling appropriations bills and said that State and Federal cooperative programs would be seriously affected by further proposed cuts in the appropriation bill for the United States Department of Agriculture. He said that the country was misinformed in the belief that farmers only benefited from the department's services, and cited many examples, such as the Weather Bureau activities, food and drugs regulatory services, and meat inspection, of expenditures for the welfare of the entire Nation.

Thirteen state bureaus of markets were represented at the session, the Federal Farm Board, and the United States Department of Agriculture. The states were Connecticut, Delaware, Maryland, Massachusetts, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, and Virginia.

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.



H. B. Davis, West Virginia Bureau of Markets, was elected as Chairman of the Atlantic States Division for the ensuing year, and George A. Stuart, Pennsylvania Bureau of Markets was elected as Secretary.

Must Study Services

Nils A. Olsen, chief, Bureau of Agricultural Economics, in an address of welcome declared that the causes of the present depression are deep seated and extend to the whole world. The problem, he said, must be approached from an international point of view, the causes examined, and the fundamentals attacked. He expressed the belief that some things have been done to contribute to stabilization of the price level. He outlined briefly the farm land and mortgage situation in the United States, and said that the recent formation of land use committees growing out of the land utilization conference at Chicago last fall hold promise of helping to solve problems in this field. He particularly stressed the point that those persons who are making up the swelling tide of the so-called "back-to-the-land" movement should be guided in their choice of locations and be equipped with accurate information regarding their prospects if they are not to be exploited.

Discussing proposed reductions in Federal appropriations, Mr. Olsen declared: "We do not like this downward curtailment of services, but it is inevitable. We have built up these services under higher price levels. Adjustment has got to be made now, and it behooves us as good public servants to put the interest of the country above all other considerations. But in making adjustments we should approach the problem with a reasonable point of view. Let us examine the services, and eliminate those that cannot demonstrate their right to continue on the basis of their value under present conditions. I am going to ask my organization to justify the various things they do, whether it is in market news, standardization, inspection, or regulatory and research work. Let us cut where the least harm will be done."

True Value for Eggs

A. E. Jones of the New Jersey Bureau of Markets discussed some of the objectives of the Marketing Committee of the Northeastern Poultry Producers Council, of which committee Mr. Jones is chairman. Fourteen eastern states are represented in this council. Mr. Jones said: We as a council urge you to use the Federal standards and grades for eggs as a basis for a marketing program, in order that we can all be working along the same general lines. We are aiming to obtain a true value for eggs produced in each state. A second objective is the orderly marketing of any surplus in each state. The marketing committee has advocated that we must have a survey of production in each state. In New Jersey, we made a survey of both commercial and farm flocks in 1927, and have kept the mailing list up to date. We made a survey of the different marketing systems in various states and attempted to take from each the best features that would be applicable to New Jersey. We have a rigid system of inspection of hatcheries."

Mr. Jones cited figures on sales of eggs at the Flemington, N. J. auction which was started in August 1930. From August 1930 to the end of March this year, sales of graded eggs on the Flemington auction aggregated \$417,213.73 whereas the New York quotations would have totalled \$392,201.36,

or a difference of \$25,012.37 in favor of Flemington. Total grading and selling charges during the entire period amounted to \$19,376.42, the total cost of the auction service to producers being computed at 4.3 per cent of the gross receipts.

Sidney A. Edwards of the Connecticut Bureau of Markets said that every effort was made by the Marketing Committee to establish a program which involved a minimum of controversial points and which was sound from the standpoint of any state. It was concluded, he said, that quality of the product is fundamental, and that research is needed with regard to the effect of varying temperature and humidity conditions on egg quality. He said that any egg which does not come up to the United States Standard cannot be sold as "fresh" in Connecticut, and that retailers are eager for information on how to preserve egg quality. The Connecticut bureau has prepared a bulletin informing retailers how they can conform with the law, and distributors have sent out this bulletin at their own expense. Mr. Edwards stated that he will be glad to inform persons interested regarding the full details of the council program which takes in disease control, feed and nutrition, standardization, and marketing. His address is: Sidney A. Edwards, director, Bureau of Markets, Hartford, Conn.

Roy C. Potts of the Division of Poultry and Eggs in the Bureau of Agricultural Economics said there is a definite trend toward more widespread use of Federal standards for grades of eggs; that outlets for low quality products are decreasing as there is a constantly increasing demand for a better standardized egg. Mr. Edwards expressed the opinion that there should be more definite requirements as to weight in the Federal standards.

Produce Inspections Decreasing

Several speakers who discussed the effect of motor truck movement on shipping point inspection of fruits and vegetables declared that carlot inspections are decreasing with no corresponding increase in inspections of motor truck loads except in the case of export loads for which inspection certificates are required.

W. T. Derickson of the Delaware Bureau of Markets said that the increased volume of truck movement has increased the cost of shipping point inspection through reduced volume of inspections on carlots. W. C. Lynn of the New Jersey Bureau of Markets said that carlot shipments in that state have decreased nearly 50 per cent during the last five years, but he said that the inspection work has increased considerably at the fruit and vegetable auction markets. He cited an increasing volume of inspections of truck loads of apples and pears for export, and compared rail transportation rates with trucking rates from various New Jersey points to Manhattan piers. Rail rates were cheaper in nearly all cases, but Mr. Lynn said that maximum trucking rates were used in this calculation and explained that the truck rates were variable with the result that shippers usually could arrange to get cheaper transportation by truck than by rail. He said that last year, approximately 21 per cent of all inspection certificates covered truck movement, and that the bureau is finding such inspection work costly on account of the smaller size of truck loads as compared with carlots and the demand for service at all hours of the day and night.

D. M. James of the Pennsylvania Bureau of Markets estimated that more than 50 per cent of all grapes are moving by truck out of Erie County. He said that whereas rail shipments of Pennsylvania potatoes formerly ranged from 3,000 to 6,000 cars, the rail shipments are now between 400 and 500 cars. Inspection work on potatoes in the state has practically disappeared. Philadelphia last year received 171 carloads of Pennsylvania potatoes, whereas there were 2,024 loads by truck to that city, or more than ten times the rail receipts. Forty per cent of the total Philadelphia arrivals of potatoes were truck receipts. Mr. James declared that many shippers of peaches have told him that unless rail rates are reduced, particularly tariffs on iced carlots, in another few years all peaches within a radius of 500 miles of the markets will be hauled by motor truck. He said the bureau does not have many calls for inspection of truck shipments of produce, and that unless some business can be developed on such shipments it will be necessary to raise inspection fees on carlots.

The physical difficulties and opportunities for fraud in connection with motor truck inspection were discussed by several delegates to the meeting, and various methods of safeguarding the integrity of the inspection certificates, such as the stamping of serial numbers on boxes, baskets, and crates, and the placing of seals on bags, were proposed. H. S. Duncan of the New York Bureau of Markets said that a great many apples in the Hudson River Valley are being moved by truck, and that the charge for inspecting a truck load is the same as for carlots. The barrels are stamped with the inspector's initials so as to identify the load. On Long Island, potato inspections are made on a cost basis, and he said that the truck drivers there have been educated to the point that they will not leave the shipping stations until they receive a certificate of inspection.

R. C. Butner of the Bureau of Agricultural Economics said that there is not the demand for inspection on truck shipments as in the case of rail movements, and that no real plan of identification of the various lots inspected on trucks has been devised as yet by the Federal bureau. Mr. Derickson of Delaware, however, stated there is a real demand for truck inspection in that state. S. B. Shaw of the Maryland Department of Markets said that at Marion all strawberries by rail or truck are inspected on the auction block, and that the rail versus truck movement is about fifty-fifty. He cited, however, a considerable falling off in inspections of peaches in Maryland markets due primarily to the fact that truckers coming from outside the state are buying fruit "as is" and selling on the Maryland markets for whatever price may be obtained. It was brought out that Birmingham, Alabama, is endeavoring to solve the "outside trucker" problem by requiring anyone who sells products on the Birmingham market to pay a license fee of \$75.

Sound Marketing Program Needed

F. V. Waugh of the Bureau of Agricultural Economics discussed the many considerations that should be given the question of developing a sound marketing program in the face of proposed State and Federal reductions in appropriations. He said that one of the most important elements to consider is whether the decrease is going to be relatively temporary or is likely to last for several years. He declared that the many services now being rendered have been built up on the basis of a real demand by farmers, dealers, and the general public who realized that something was

needed to be done about marketing. Most of the things that have been done, he said, have shown results commensurate with the money spent on them and that demand for services will continue even through adequate funds for the work are not made available; therefore any reduction in activities should be made in a manner that will not permanently cripple the work needed in a general program of marketing research and service. He said that each individual line of work should be studied to determine how it fits in with the whole program.

Warren W. Oley of the New Jersey Bureau of Markets said: "This is the time we should evaluate our work and determine what we intend to do in the future to set out a program that will be of the nature that can stand the support of the consuming public as well as the producers in our own states. The public in general has become very critical. This public wants economies and has put it up to State and Federal organizations to show in a very practical way just how those economies in State and Federal Government can be brought about. We have invested a tremendous sum of money in all lines of work, so it is a responsibility for any of us to feel that we can throw out any line of activity or even curtail without giving study and thought to that particular feature. I feel that market news is the basis for any intelligent program of work in any of our states, but there is possibly an over-stepping of lines and duplication of effort in this broad field of activity. Grades and standards are most necessary in order to build up a marketing program for any territory. I believe we must watch the city market situation carefully because the city market affords an opportunity in a closely populated territory for farmers to dispose of a tremendous amount of produce more direct than by the usual channels of trade. We must be careful that the health officials do not pass rules and regulations of various kinds that are not based on sound economic factors; some of them are prone to make regulations that aid them in taking care of the health of their constituents in an easy way and which do not take into consideration the farmer's own welfare." Mr. Oley cited economies that have been effected in New Jersey by consolidating market news reports and eliminating others, and by inducing the press associations to carry reports on market news wires to newspapers throughout the State.

Quick Freezing Process Demonstrated

Clarence Birdseye of Birdseye Laboratories gave an illustrated talk on the recently developed process of quick freezing of fresh fruits and vegetables, meats, and fish. He said that a portable quick freezing apparatus has been developed so that produce may be thus processed at points of production, thereby preserving the fresh flavor of the food. Waste is eliminated at the farm. He declared that all varieties of fruits and vegetables cannot be "quick frozen" successfully. Fish must be absolutely fresh; meats must be aged the right length of time at the right temperature and under the right humidity conditions. He cited spinach as an example of the economy that can be effected by quick freezing, declaring that even in the most efficiently operated stores there is spoilage of 17 per cent of all spinach received, and that the average loss is between 25 and 30 per cent of the tonnage. In the quick freezing process the spinach is washed and blanched mechanically, and the equivalent of a peck of spinach is packed in a box of about the size of a one-pound box of candy. One carload, of

quick frozen spinach is the equivalent of 7 1/2 carloads of spinach as now commonly handled. Spoilage in retail stores is eliminated.

Selling of quick frozen products was begun experimentally in 10 retail stores in Springfield, Mass., in March 1930, and after eleven months the products were placed on sale in other New England markets. Now 104 different quick frozen products are being handled in 310 stores, mostly in New England. There are stores in New York, Pittsburgh, and Philadelphia, and one store each in Baltimore, Maryland, and Washington, D. C. Mr. Birdseye said that 150,000 retail units or packages of quick frozen food were sold in 1930; 600,000 units in 1931, and that this year it is estimated that sales will aggregate at least 10,000,000 units. He said that in 1931 about 900,000 units were produced, but that this year production will aggregate 18,000,000 units. He said that production activities this year will be principally in New York, Maine, Newfoundland, Montana, Massachusetts, New Jersey, Delaware, Oregon, and California. "Quick freezing," Mr. Birdseye declared, makes perishable products imperishable." He said that he would be glad to furnish those interested information regarding the varieties of about twenty fruits and vegetables that have been found best suited for quick freezing. His address is Gloucester, Mass.

Uniform Shipping Point Inspection

C. W. Kitchen of the Bureau of Agricultural Economics stated that there are cooperative agreements between that bureau and 44 states, covering inspection services on fruits and vegetables; that when shipping point inspection was begun in 1923 there were 72,000 cars inspected, whereas last year inspections covered 311,000 cars. The service is voluntary, and is probably the most effective way we have of encouraging and promoting the use of standards, he said, adding that "it is a valuable adjunct to every other marketing activity we carry on, and essential to the enforcement of the new Perishable Agricultural Commodities Act."

Mr. Kitchen said that the inspection service is justified in being supported in part by public funds, but that under present conditions this part may have to be small, and he urged that every effort be made to make the service self-supporting. He said: "I believe that our agreements with all the states should provide that no official of the state having immediate responsibility for issuing directions to inspectors should be given that responsibility unless he holds and continues to hold a license card. It is our opinion that the regulatory work of the states should be supported as much as possible from the voluntary and optional inspection service. We have found instances where the efficiency of the service has been affected when it came time at the end of the season to reduce the personnel, and we think the Federal supervisor should determine in cooperation with the State official the order in which the reduction in personnel should be made, as well as being given opportunity to check on who should be licensed. We have pretty good reason to believe that in some places, fees have been diverted to other directions. I believe our cooperative agreements should provide that the state, as in the past, should collect the fees but that no expenditures should be charged against that fund unless or until they have been approved by the Federal supervisor. I think it would be further desir-

able to have a uniform fee for fruits and vegetables inspections in all states. It does not seem to be very good logic to a national distributor why we should charge \$5 a car for inspection in one state and \$2.50 in another. It may not be possible to make the fee the same everywhere, in view of unusual conditions such as the making of concessions in order to obtain volume, but the tendency should be to have as much of a uniform fee as we can. It could be stipulated in the cooperative agreements that there should be at least a minimum fee, or perhaps it might be better to say at the outset that there will be no change in the fees prior to consideration by Federal and State officials. We should try to make this service as nearly self-supporting as we can. If the states should extend the service to the small shipping points, where the cost may be \$10 or \$15 a car, there is no objection, but the states should certainly pay the bill."

J. H. Meek of the Virginia Division of Markets stated that the inspection service in that state is being operated on the basis of reducing fees wherever possible. He said that uniform inspection fees are highly desirable, but that some states would operate at a deficit under such a plan and other states would make profits that might induce extravagances. He said that a uniform agreement could not be made applicable to conditions in all states and suggested the possibility of reducing the present numerous variety of agreements to three different types into one which the situation of an individual state might fall. Wells A. Sherman of the Bureau of Agricultural Economics declared that "if we are to come nearer to self-support, a larger amount must be taken out of the pocket of those who ask for the service."

Cooperative Relations May be Curtailed

R. W. Dunlap, Assistant Secretary of Agriculture, speaking at a banquet in the evening, declared that he regretted to have to say that a proposed additional reduction of 10 per cent in the appropriations for the United States Department of Agriculture this year, coming on top of cuts already made by the Budget Bureau and the House of Representatives, would inevitably affect many State and Federal cooperative research and service projects. The additional cut would amount to approximately \$17,000,000. He said that in his capacity of having charge of the budgetary work in the department he is endeavoring to apportion the reductions so as not to impair cooperative and other valuable activities being performed in the interest of the entire Nation.

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NEWS BRIEFS

WITH PRICES low and money scarce the old barter practice is thriving in Alabama, says Alabama Extension Service. Farmers are exchanging seeds, livestock, and equipment. They are also marketing among themselves.

UNITED STATES mill consumption of foreign long staple cotton decreased last year, influenced by the general business depression, enactment of a tariff on long staple cotton, and efforts of mills to adjust their production to sales, says the Bureau of Agricultural Economics.

WORLD WOOL production this year will be about the same as in 1931 unless there should be an unusually severe winter in Southern Hemisphere countries, says the Bureau of Agricultural Economics.

A SHORT POPCORN crop in 1931 and a consequent livelier demand for the grain has stimulated interest in this crop to the point where it is in danger of being overdone in Illinois, says Illinois College of Agriculture.

U. S. STANDARDS for slicing cucumbers (1932) have been issued by the Bureau of Agricultural Economics; also "U. S. Standards for shelled Virginia type peanuts, and U. S. Standards for cleaned (unshelled) Virginia type peanuts.

VERMONT DIVISION OF MARKETS is now issuing a semi-monthly market news letter which gives prices of fruits and vegetables, poultry and dairy products, meats, maple products and honey on the markets at Burlington, Montpelier, Newport, Rutland, and Brattleboro.

ALMOST three-fourths of a million dollars was slashed off the cost of growing corn by farmers in twenty-two of the important corn belt counties of Illinois last year as a result of their testing seed for germination and disease, says Illinois College of Agriculture.

A REPORT on 773 samples of packet and bulk vegetable seeds purchased in the open markets of New York State by a representative of the New York Department of Agriculture and Markets during the planting season of 1931 has just been published by the State Experiment Station at Geneva, New York.

"FARM MANAGEMENT PROBLEMS in Shifting from Sack to Bulk Handling of Grain in the Pacific Northwest", is the title of Technical Bulletin 287, recently published by the U. S. Department of Agriculture.

VERMONT DIVISION OF MARKETS has announced that its bulletin entitled "The Vermont Turkey Deal" for 1931 is now ready for distribution and may be had on request from the Vermont Department of Agriculture.

PRICES OF HOGS and pork in foreign markets, as well as in the United States, averaged higher in March than in February, with marketings in Germany slightly smaller than in the preceding month and slaughter supplies in the United States much smaller, says the Bureau of Agricultural Economics.

UNDER PRESENT CONDITIONS, too much attention is given to a grading of milk on supposed differences in the freedom of milk from disease germs and not enough to real differences in cleanliness and food value, says Dr. R. S. Breed, bacteriologist, New York Experiment Station at Geneva.

COPIES of radio broadcasts by representatives of the Bureau of Agricultural Economics are now obtainable from that bureau, as follows:

"The Feed Crops Outlook", by C. M. Purves, March 28.

"The Present Outlook for Certain Vegetables and Several Other Crops," by Paul L. Koenig, March 28.

"The Wheat and Flax Outlook and Farmers' Intentions to Plant," by E. J. Working, March 28.

"The March Poultry and Egg Markets," by Roy C. Potts, March 28.

"Protein and Oil Tests in Grain," by Nils A. Olsen, March 30.

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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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OREGON ISSUES GRADES FOR FARM PRODUCTS.

Grades and standards and regulations for packing certain fruits and vegetables, and packages therefor, have been promulgated by Oregon Department of Agriculture. The products are asparagus, brussels sprouts, bunched beets, bunched carrots, cabbage, cantaloupes, cauliflower, dewberries, blackberries, fresh peas, broccoli, onions, rough celery, raspberries, lettuce, spinach, string beans, strawberries, green corn, fresh tomatoes, and watermelons. Detailed information regarding the standards may be obtained from Max Gehlhar, director, Oregon Department of Agriculture, Salem, Ore.

The Oregon department is now issuing a monthly bulletin that contains reports of each division of the department and other material relating to Oregon agriculture.

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NEW JERSEY DEPARTMENT OPPOSES PLANT QUARANTINES.

Opposition of New Jersey agricultural and horticultural interests to continuation of the Federal Japanese beetle and European corn borer quarantines was expressed by William B. Duryee, secretary, New Jersey Department of Agriculture, at hearings held recently in Washington by the Federal Plant Quarantine Administration. The hearings were called for the purpose of considering abandoning the quarantines. An alternative procedure of either completely abandoning the quarantines or continuing them on the basis that their cost be paid entirely from Federal funds was proposed by Secretary Duryee.

He said: "The cost of carrying on these quarantines appears to be greater than the value of the protection they afford. In addition, methods of control have been developed for the insects quarantined against and are available for use when needed. In the third place, states which are infested through no fault of their own and are under the ban of the quarantines, cannot indefinitely continue to spend large sums of money to protect other states from infestation."

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AGRICULTURAL OUTLOOK REPORTS will be issued in July, August, and September, by the Bureau of Agricultural Economics, as follows:

Poultry and eggs - July 25; Dairy - July 28; Sheep and lambs - August 1; Beef cattle - August 22; Fall grains - Sept. 5; Hogs - Sept. 12; Feedstuffs - Sept. 15.

COST OF GROWING, HARVESTING, AND STORING APPLES

By F. H. Ballou, Ohio Agricultural
Experiment Station.

In 1929 a report was made of a 5-year (1924-1928, inclusive) cost account of production of apples at the Dale View Test Orchards in central Ohio. Although it is proposed to issue another bulletin at the close of the second 5-year period (1929-1933, inclusive) dealing with the same subject and containing subsequent data from the same orchards (in which there has been no interruption of the work), a much condensed report of the progress of the project up to the close of the eighth season's cost accounting may be of interest.

First in interest, perhaps, is the fact that the actual average cost per bushel per year for production (expenditures for labor and materials devoted wholly to growing the apples) amounts to but little more than one-half the average cost per bushel per year of harvesting and preparing the fruit for market or storage - these costs averaging 22 cents per bushel for production, and 41.3 cents per bushel for harvesting and preparing the fruit for market or storage.

Second, during the same period of years the average expenditure per bushel for production was only two-thirds that of the combined transportation and storage costs, the comparison being 22 cents a bushel for production as against 33 cents per bushel for transportation to storage and storage costs. Other items of cost are: Interest on investment in orchard machinery and equipment, repairs on orchard equipment and depreciation in value of same, interest on investment in orchard land, and taxes on land and equipment. These items, in this central Ohio project, during the 8-year period just closed, amounted to an average cost of 13.7 cents per bushel per year.

Considering these various costs of growing, hauling, and storing apples for market, it will be noted that the fruit must sell at a price beyond five times the actual cost of production in the orchard, if the grower is to realize even a small margin of profit per bushel. All details of the enterprise were cared for by hired labor and paid for in cash.

Fortunately, no crop failures occurred in this orchard during the 8-year period covered by the data presented here. Had partial or serious loss of fruit in one or more seasons materially reduced the average yield per year the cost per bushel of apples obviously would have been considerably increased.

The cost account record shows recent increases in cost of production of apples and in overhead expenses of the orchard enterprise. These marked increases, beginning in 1928 and conspicuous in the two succeeding years were due: first, to somewhat smaller production, in bushels, in 1928-1929-1930; second, to installation of new and expensive machinery and equipment; third, to more extensive employment of thinning apples wherever over-abundant setting of fruit occurred; and fourth, to introduction of insurance against losses by hail.

NO EXEMPTION FROM LIABILITY OR LOSS BY FIRE
WHERE WAREHOUSEMAN FOUND NEGLIGENT

Exporters & Traders Compress & Warehouse Co. v. Bargainer.
Commission of Appeals of Texas, January, 1932 (45 S.W. 563)

H. O. Bargainer was the owner of fifteen bales of cotton destroyed by fire while held for storage by Exporters & Traders Compress & Warehouse Company in its warehouse at Marlin, Texas. He sued for the value of the cotton and seeks to establish liability on the ground that the company was guilty of negligence in permitting destruction of the cotton by fire. He recovered judgment, which was affirmed on appeal to the Court of Civil Appeals. In this Court the judgment was also affirmed.

The warehouse company contended the court erred in refusing a directed verdict in its favor because of stipulations contained in the cotton tickets issued by the company to the effect that the company would not be liable for the value of the cotton in the event it should be destroyed by fire. Bargainer alleged that when the warehouse company received the cotton it issued receipts therefor binding it to redeliver to the legal holder of such tickets or pay the market value thereof. The warehouse company's answer was that the cotton from Bargainer was received under written receipts or contracts issued by it which expressly bound it to redeliver same, etc., loss or damage by fire excepted.

The warehouse company contended the court erred in refusing a directed verdict in its favor because of stipulations contained in the cotton tickets issued by the company to the effect that the company would not be liable for the value of the cotton in the event it should be destroyed by fire. Bargainer alleged that when the warehouse company received the cotton it issued receipts therefor binding it to redeliver to the legal holder of such tickets or pay the market value thereof. The warehouse company's answer was that the cotton from Bargainer was received under written receipts or contracts issued by it which expressly bound it to redeliver same, etc., loss or damage by fire excepted.

The warehouse company further contended that the cotton was destroyed by fire of incendiary origin: but as to this Bargainer alleged that the company was negligent in many specific matters with reference to the safe keeping of the cotton, and that such acts of negligence were the proximate cause of the destruction; he further alleged that the stipulation exempting the warehouse company from liability in case of fire was, because of such negligence, void and unenforceable and constituted no defence. In the trial court the jury found defendant company guilty of negligence in that (1) it did not supply water hose of sufficient length to reach the fire; (2) it did not supply its platform with hose of sound material; (3) it did not require its watchman to sufficiently inspect the cotton on his regular trips; (4) it did not provide for observation, inspection, and examination of all the cotton.

This appeal involves liability of a warehouseman for destruction by fire of cotton while in his possession. The question of bailment is discussed in the opinion with the citation of various cases, the court stating

that in the type of bailment here applicable, as where it is for the mutual benefit of the parties, ordinary diligence is demanded, and that bailee is liable accordingly. It is also stated that "The decisions of this State have announced the general rules that the standard of diligence imposed by law upon a bailee in caring for the property entrusted to him, and liability for loss or damage thereto, depend upon the nature of the bailment." The case of Carley versus Offutt, 135 Am. St. Rep., p. 213, is referred to as an exhaustive review of the authorities bearing upon the duty of warehousemen in the care of property, the question of bailment and the standard of liability thereunder.

Reference is made to Chapter 4, Laws of Texas, 1919, the Uniform Warehouse Receipts Act, announcing the policy of the State as to liability of a warehouseman for goods deposited for safe keeping. This reads: "A warehouseman shall be liable for any loss or injury to the goods caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise, but he shall not be liable in the absence of an agreement to the contrary for any loss or injury to the goods which could not have been avoided by the exercise of such care."

In conclusion the court stated "The rule has long been settled that a warehouseman cannot insert provisions in the receipt which would relieve him from the consequences of his own negligence. Words used in the receipt or contract that the warehouseman shall not be responsible for certain causes of damage or injury such as fire, water, etc., is generally held not to exempt the warehouseman from the results of his own negligence or relieve him from the evidence of reasonable care * * * Under the pleadings and evidence these became issues of fact to be determined and the jury having decided these controverted issues against plaintiff in error, it became liable for the value of the cotton destroyed by fire."

Judgment affirmed.

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NEWS BRIEFS

A STUDY of the intensive dairy sections in central New York showed that elimination of seventeen non-essential milk plants increased the average hauling distance to country plants only one-half a mile per farm, says New York Extension Service. The study indicated, also, that plant consolidation will reduce hauling costs through increasing the average size of loads and decreasing the amount of duplication in hauling routes.

AVERAGE GAINS of \$1,265 a year were made in the net income on 25 central Illinois farms as a result of better practices and improvements adopted in the organization and operation of the farms, over a period of six years, according to Illinois College of Agriculture in a new circular, "Farm Practices That Pay." Authors are H.C.M. Case, chief in farm organization and management, and M.L. Mosher, assistant chief.

NATIONAL EGG WEEK will be observed this year from May 1 to 7.

THE EIGHTH ANNUAL California Wool Show will be held at the State Fair grounds, Sacramento, May 31 and June 1, in connection with the annual ram sale of the California Wool Growers Association. The show is open for fleeces grown throughout the world.

THE SEVERE DECLINE in farm prices and low crop yields resulting from drouth in 1931 are reflected in an average net farm loss of \$896 on 105 farms in the Four-County Farm Business Association No. 2 which is made up of farmers from Boone, Calhoun, Webster, and Greene counties (Iowa), according to Iowa Extension Service.

NEW JERSEY DEPARTMENT OF AGRICULTURE says that "despite extremely low prices for most other farm products and generally poor industrial conditions, New Jersey's baby chick industry has continued to thrive and, since January 1, has provided New Jersey poultrymen with about a million and a half dollars in receipts."

THE HONEY INDUSTRY is weathering this agricultural depression somewhat better than most other lines of farm products, says H. J. Clay, Bureau of Agricultural Economics. The honey crop was worth about ten million dollars last year, beeswax another million, in addition to the value of bees in pollination of fruits, which is worth several times as much. Relatively favorable prices for honey are attributed to smaller production the last two years and the development of new merchandising methods for this commodity.

THE AMERICAN INSTITUTE OF COOPERATION will meet this year in Durham, New Hampshire, August 1 to 6. Three preceding gatherings have met in California, Ohio, and Iowa. Charles W. Holman, secretary of the institute, announces seven round-table discussions which will include reports of special committees which have studied present fundamental problems. The round-table topics include production control, legal problems, the place of courses relating to cooperative marketing and buying in the public schools, cooperative purchasing, potato marketing, and the marketing of perishable produce. Past conferences have emphasized structural and technical problems, but this year's program is to include current problems and some study of the philosophy of the present day cooperative movement and its future development.

OPERATORS of more than 50 roadside stands in Connecticut have expressed interest to the Connecticut Department of Agriculture in some form of stand registration involving the use of a uniform sign, and the department has called a meeting for May 5, at Hartford, at which the subject will be discussed. At this meeting, L. A. Bevan of the Massachusetts Department of Agriculture will tell how the registered roadside stand program is working out in Massachusetts.

STUDY of more than 8,000 cost records is rapidly eliminating the "cost of production plus" theory, often advocated as a solution of the so-called farm problem, says California Extension Service. Accurate records furnished by more than 2,000 California producers, embodying itemized production costs, indicate the difficulty of arriving at any figure that would represent average cost of production.

ROUTINE procedures and new developments in bacteriological and chemical methods for testing milk will be discussed by specialists from New York College of Agriculture, New York Department of agriculture and markets, and others in a "school" for laboratory technicians to be held at the Experiment Station at Geneva, New York, May 9 and 10. The meeting is being sponsored by the Laboratory Section of the International Association of Milk Dealers.

MORE THAN two hundred east Tennessee farmers attended a lamb grading school conducted by the Tennessee College of Agriculture at Knoxville, April 14. G. E. Edwards, lamb grader with Swift and Company used 25 lambs to demonstrate to the farmers the different market grades. The "school" is to be made an annual event.

THE RISE AND FALL of farm prices and land values, and the continuing heavy debt of agriculture are recorded graphically in a U. S. Department of Agriculture bulletin "Farm-Mortgage Credit", just issued, in which David L. Wickens, economist in the Bureau of Agricultural Economics, records and analyzes the farm mortgage credit situation, covering the last two decades.

MIMEOGRAPHED reports now obtainable from the Bureau of Agricultural Economics, Washington, D. C. are: "Marketing Texas Bermuda Onions, 1931 Season," by W. D. Googe; "Marketing Imperial Valley Cantaloupes, 1931 Season," by A. E. Prugh and L. T. Kirby; "Marketing Western New York Peaches, 1931 Season," by R. L. Sutton and A. L. Thomas; "Marketing the Georgia Peach Crop, 1931 Season," by R. E. Keller; "Marketing the Lower Rio Grande Valley Texas Potato Crop, 1931 Season," by C. D. Schoolcraft; "The Agricultural Outlook and the Land Problem," by Nils A. Olsen (Address at National Conference on Land Utilization, Chicago, November 19-21); "Recent Trends in Retail Meat Prices and Their Relation to Livestock Prices," A. T. Edinger (Address at Ohio Wool Growers Association and Livestock Cooperative Association, Columbus, Ohio, February 25); "Estimated Numbers of Apple Trees by Varieties and Ages in Commercial Orchards in Montana; similar reports on estimated numbers of apple trees in Georgia, Kentucky, Wisconsin, Ohio, and Minnesota.

CORRECTION: In the April 20 issue of "MARKETING ACTIVITIES" it was stated on page 98 (C. W. Kitchen speaking on the subject of uniform shipping point inspection): "It is our opinion that the regulatory work of the states should be supported as much as possible from the voluntary and optional inspection service." The word "supported" should read: "separated".

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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May 4, 1932

Vol. 12, No. 18

VERMONT ANNOUNCES VOLUNTARY
GRADES FOR POULTRY FLOCKS.

Official voluntary grades on poultry breeding stock, baby chicks, and hatching eggs have been announced by E. H. Jones, Vermont Commissioner of Agriculture. The only grade established for each of these products is the "Vermont Supervised-Accredited Grade." It is hoped that promulgation of this grade will encourage the development of R.O.P. work so that sometime soon a grade to be known as "Certified-Accredited" may be established. Baby chicks, hatching eggs, and poultry breeding stock which qualify for the "Vermont Supervised-Accredited Grade" may be identified with the official state label for quality products.

Vermont Supervised-Accredited hatching eggs must have been produced by Supervised-Accredited breeding stock and must weigh at least 24 ounces per dozen with minimum weight of one and eleven-twelfths ounces each. They must be reasonably uniform in size, shape and color. Vermont Supervised-Accredited baby chicks must be hatched from Vermont Supervised-Accredited hatching eggs. They must show high vitality, be well pigmented, and conform reasonably to standard requirements. They must be representative of the breed and variety and must weigh not less than eight pounds to the hundred at time of removal from incubator.

Commissioner Jones says that any person, firm or corporation who uses the official state label on any product not produced in Vermont, or who uses it on a product which does not meet the specific requirements for that grade as established by the Commissioner of Agriculture violates both the spirit and the letter of the law and his permission to use the official state label may be suspended or revoked.

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CALIFORNIA GROWERS TO HOLD
ANNUAL MARKETING MEETING.

Fruit growers of northern California, in attendance at a marketing institute at Lakeport, California, voted unanimously to make the meeting an annual forum for discussing economic problems of interest to the fruit growers of the northern part of the state. Participating agencies are the California Department of Agriculture and the University of California.

Three hundred deciduous fruit growers attended the initial institute, and exhibited a lively interest in questions of production, financing, organization, and marketing. Carlyle Thorpe of the California Walnut Growers Association stated that "the marketing methods employed so successfully by walnut growers, citrus producers and other groups can be applied to deciduous fruits with equal success." Prof. H. R. Tolley of the Giannini Foundation,

and F. R. Wilcox of the California Extension Service, reviewed in detail the general economic and business conditions as they affect agriculture, with special reference to deciduous fruit crops. Professor Tolley said that agriculture has not been able to shut down and curtail its production, as industry has done in times of economic distress, thereby creating large carry-overs, and causing further price declines. He said that revival of demand for farm products through stabilization of general business conditions, together with a recovery of the general price level, were the hopeful signs on the farm horizon.

Experimental work by the University of California, looking toward the utilization of surplus pears and prunes through processing and by-products was discussed by P. F. Nichols of that University, and F. W. Allen of the College of Agriculture described the work being done on pre-cooling and refrigeration of pears, for better condition on arrival in eastern markets. A plea for better standardization of deciduous fruits was voiced by F. W. Read of the California Fruit Exchange. "Ship only the best fruit," he said, "and keep the culls at home." Dr. Theodore Macklin of the California Department of Agriculture outlined the regulatory, market news service, and other phases of activities by the California Division of Markets.

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NEW JERSEY TO HELP ON

"GARDENS FOR UNEMPLOYED."

Three hundred fifty New Jersey mayors have been informed by Dr. J. G. Lipman of New Jersey College of Agriculture that the college and experiment station stand ready to assist communities which intend to promote the cultivation of vegetable gardens as an unemployment relief measure. He told the mayors:

"You may rest assured that we shall be most happy to help your community in every possible way toward lessening the distress now prevailing among the unemployed both by way of furnishing information on gardens and also on the canning of vegetables and the purchasing of food for households to supply suitable diets at least costs."

In Warren County, Howard Mason of the Extension Service is cooperating with Ingersoll-Rand Company, manufacturers of mining machinery, in its efforts to help unemployed of its Phillipsburg plant by providing them with garden plots, fertilizer, seeds and insecticides. Two hundred fifty of this company's unemployed have already applied for gardens and more applications are expected. Aid also will be rendered to 200 more former employees who will cultivate gardens on their own land.

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PENNSYLVANIA NOTES EXPANSION

IN LOCAL APPLE MARKETS.

Rail shipments of apples into 15 principal Pennsylvania cities during 1931 totaled 4,792 cars, a decrease of nearly 1,000 cars from the preceding year, and 1,500 cars from five years ago, according to Pennsylvania Bureau of Markets. But while shipments from other states were one-third less, rail shipments from Pennsylvania producing sections have held uniform and truck shipments have increased many fold, says George A. Stuart, director of that bureau, adding in explanation that "extensive young orchards in close proximity to many of the large cities in the state have come into increased

production in recent years. From these the highest quality fruit may be placed in nearby markets with 60 cents a bushel lower hauling charges than from the Pacific Coast States, the principal competitors of Pennsylvania apple growers. It will become increasingly difficult for shippers in distant states to find profitable markets in Pennsylvania except in short crop years."

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NORTH CAROLINA CITES PROFITS OF COTTON GROWERS.

A community in North Carolina which is about 100 per cent in growing one variety of medium staple cotton sold its entire crop to one broker last year and received nearly \$5 a bale premium above the middling 7/8 inch staple price, says North Carolina Extension Service, adding that in Union County, where the farmers have been growing principally one variety of this medium staple for several years, the markets pay better prices than do surrounding markets, and that in other localities of the State where there is any considerable acreage of improved cotton grown, the buyers are paying some premium for the extra staple length.

Growers are being urged by the Service to "quit producing 7/8 inch cottons and go to growing the inch to inch and one-sixteenth such as are demanded by the mills of North Carolina." It points out that "the community around a public gin is a good place to start a one-variety cotton organization. This community may then be enlarged gradually until it includes the whole county or a group of counties."

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ILLINOIS FINDS CORN SHRINKAGE AS COSTLY.

Shrinkage of corn between the field and market, which represents a considerable loss on the nine million or more acres of Illinois' principal crop, can be much reduced by growing the crop on productive soils or by making the soils productive with suitable treatment, according to Dr. F. C. Bauer of Illinois College of Agriculture, citing soil experiments in different parts of the state. Whereas only 73.3 pounds of ear corn at husking time, having been grown on highly productive soils, were required to make a bushel of No. 2 shelled corn, 81 pounds of corn produced on some of the dark soils in northern Illinois were required, and 90.8 pounds grown on the gray, flat soils of southern Illinois were needed.

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IOWA REPORTS INCREASE IN EGG PRODUCTION EFFICIENCY.

Good management and improved breeding have been responsible largely for an increase in egg production per hen on the average Iowa farm from about 60 to 95 eggs a year, according to Iowa State College. It is reported that farmers now are able to obtain pure-bred chicks from hatcheries at relatively low cost and that the increase in individual egg production indicates that purebred strains are having their influence. It is stated that a farmer with purebred hens, with proper management and attention, should be able to boost egg production per hen to 180 or 200 eggs a year.

NEW JERSEY WRITES FIFTY-YEAR
HISTORY OF EXPERIMENT STATION.

Fifty years of agricultural research and scientific as well as unscientific farming in New Jersey are described in a 650-page book just published by New Jersey Experiment station. Written by Dr. Carl R. Woodward and Mrs. Allen G. Waller, both of whom were formerly associated with the institution about which they wrote, "New Jersey's Agricultural Experiment Station, 1880-1930," is a narrative of a half century struggle against scores of insects, diseases, droughts, and economic handicaps conspiring to deprive New Jersey consumers of a home state food supply. The book contains over 200 illustrations to support and amplify an intimate story of agricultural scientists at work. The price of the book is \$2.50 and copies may be obtained from the bulletin clerk at the New Jersey Agricultural Experiment Station, New Brunswick, N.J.

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PENNSYLVANIA COURT WARNS
DEALER WHO CHEATED FARMERS.

Threatening a six-months jail term in addition to a heavy fine, the Allegheny County (Pennsylvania) Court recently upheld the State in its case against the Homestead Milk Company, Homestead, Pa., for "short changing" milk producers. The company was prosecuted last June for falsifying records of butterfat tests and failing to meet other requirements designed to protect dairymen. The case came before the court for trial a few weeks ago. Upon advice of counsel, the dealer plead guilty but the court permitted the State to present evidence, showing the defendant to be a continual violator. The court sentenced the defendant to pay a fine of \$100 and all costs, and placed him on probation for 1 1/2 years with the warning that any further violation of the milk testing laws would result in his being confined to the Allegheny County workhouse for a further period of six-months.

The Dairymen's Cooperative Sales Company of Pittsburgh cooperated with representatives of Pennsylvania Department of Agriculture, in establishing evidence of violation.

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ONE HALF LETTUCE CRATE
GROWING IN POPULARITY.

A. B. Farlinger of the Cleveland office of the Bureau of Agricultural Economics reports that "during the present season, at least 75 per cent of all Texas beets and carrots received on the Cleveland market have been packed in one-half lettuce crates, running mostly three dozen bunches to the crate. Practically all Texas bunched turnips, a large percentage of parsley, and some cabbage has been received in these small crates, which are proving quite popular, especially among local chain stores. Several cars of Louisiana cabbage, packed in these small crates, have been received recently and have met with good demand. Several Louisiana shippers have used the crates for shallots, as they are a more practical container than the sugar barrel or large type of crate."

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VIRGINIA DIVISION OF MARKETS will furnish to those interested, a revised list of cooperative or semi-cooperative agricultural business organizations in that state.

BROWN ROT IN STRAWBERRIES - LIABILITY FOR DAMAGED CONDITION

Railway Express Agency, Inc. v. S. L. Robinson & Co.
Supreme Court of Arkansas (43 2nd S.W. 543)

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In this action by Robinson against the Railway Express Agency, the judgment was for plaintiff, from which defendant appealed. Reversed.

In the original complaint it was alleged that the negligence of the carrier consisted in failure to furnish shipper with a properly constructed and equipped refrigerator car in which to ship strawberries and failure to properly ice in transit. The berries, 667 crates in all, were shipped from Roland, Oklahoma consigned to Kansas City, from which latter point they were diverted to Chicago. Inspection upon arrival at Chicago, according to consignee, revealed that the berries were in poor condition and that many were bruised. With the proof of the amount of damage to the shipment, a prima facie case in favor of the shipper against the carrier was made and this cast the burden upon the carrier to show that the damage did not result from any cause for which it was responsible.

In discussing this point, the court here stated that the prima facie case against the carrier was entirely overcome by the voluminous evidence introduced by it. This showed in substance that the carrier had introduced testimony of all persons who handled the shipment at various stages, following it step by step from shipment to delivery; that a refrigerator car of approved type was furnished; that the car was properly inspected and well iced at various stations en route; and that the berries were found ripe and watery at destination but that none of the crates were damaged.

From further testimony it developed that the berries showed brown rot, a disease known as botrytus, which disease results from water-soaked berries, causing a dry and leathery rot; that this resulted from the nature and infirmities of the berries; that brown rot is an inherent field disease and that this condition existed when the berries were loaded, although not then visible; that the berries could be infected and on inspection at loading point be accepted as No. 1 because the disease might not be sufficiently developed to be noticed; that the leathery rot was an advanced stage of the disease when the skin gets hard; that the water-soaked condition of the berries indicated that they were handled shortly after a rain during the ripening period; that too much water caused the calyx to get dark or black; that refrigeration in express cars would tend to retard ripening, but if the berries are diseased, refrigeration will not stop the disease, and that the inspectors expressed the opinion that the berries possessed the inherent disease at the time they were loaded in the car.

Such testimony, it was held by the court, entirely overcame the presumption of negligence in favor of the shipper, caused by the proof that the berries were received in good condition at shipping point and were in decayed condition upon arrival at destination. Therefore, the judgment was reversed in favor of the Railway Express Agency.

NEWS BRIEFS

FIVE LARGE NEW JERSEY CANNERIES which annually can approximately 80 per cent of the state's \$3,500,000 production of tomatoes raised for manufacture will buy their share of this year's crop on the basis of quality as determined by grading, says New Jersey Department of Agriculture.

PRICES OF FARM PRODUCTS lost the advance of one point made in March and also another point when on April 15 the index stood at 59 per cent of the 1910-14 average as contrasted with 61 per cent on March 15, says the Bureau of Agricultural Economics.

IN COMPARISON with the famed Pacific coast poultry region, southern Illinois undoubtedly offers more favorable opportunities for lower cost of production, lower cost of feed and lower transportation charges to eastern markets, says Illinois College of Agriculture.

APPROXIMATELY 400,000 pounds of meat are in storage for farm use as compared with 5,000 pounds one year ago, says Louisiana Extension Division

HEAVY EXPORTS of cotton from the United States are cutting large quantities from surplus domestic stocks; nevertheless, the apparent supply remaining in the United States on April 1 was about 3,500,000 bales larger than on April 1 a year ago, and 5,900,000 bales larger than on April 1, 1930, says the Bureau of Agricultural Economics.

ALTHOUGH poultrymen lowered the feed cost of producing a dozen eggs in March to half what it was in December, lower market prices received for eggs by calendar flock owners and a lower demand for hatching eggs than last year combined to hold receipts down, says Iowa Extension Service.

USE of the word "about" on shipping-point inspection certificates must be discontinued in statements such as "About 2% decay," "about 8% freezing injury," "about 6% other defects," says the Bureau of Agricultural Economics. The word "approximately" may be used under certain conditions, as outlined in the Shipping-Point Inspection Handbook. In most cases, especially when the range is narrow, exact percentages should be reported. Attorneys, in connection with Perishable Agricultural Commodities Act complaints, have criticised indefinite terms used in inspection certificates.

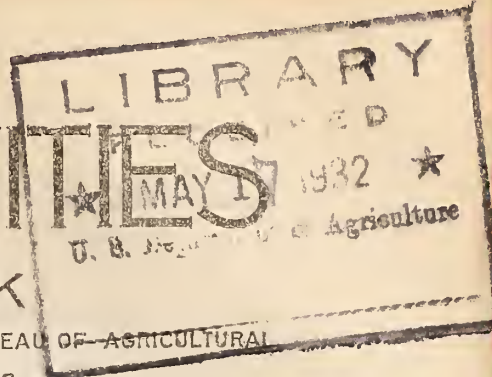
COPIES of radio talks now obtainable from the Bureau of Agricultural Economics, Washington, D. C. are: "Comment on the General Agricultural Situation" by A.B. Genung; "The Foreign Agricultural Situation" by L. A. Wheeler; "April Crop Reports" by Joseph A. Becker; "April Hog Markets" by C.A. Burmeister; "April Cattle Markets" by C.V. Whalin; "April Lamb Markets" by C.L. Harlan; "Grade and Staple of 1931-32 Cotton Crop" by W.B. Lanham; "The Trend of Milk Production" by J.B. Shepard; "The Price Situation" by A.G. Peterson; "April Grain Markets" by G. A. Collier.

WORLD TAKINGS of flaxseed this season show increases in each of the large importing countries says the Bureau of Agricultural Economics, reporting that total imports of flaxseed into the United States and the United Kingdom from September 1, 1931 to February 29, 1932 were 6,000,000 bushels more than receipts for the corresponding months of the preceding season.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



May 11, 1932

Vol. 12, No. 19

PENNSYLVANIA CITES LOW COST
OF OPERATING BUREAU OF MARKETS.

The expenses of the Pennsylvania Bureau of Markets in market reporting, fruits and vegetables inspection, poultry certification and in the encouragement of direct and cooperative marketing, amount to less than one cent for each ten dollars worth of crops marketed, according to Secretary John A. McSparran of the Pennsylvania Department of Agriculture.

Secretary McSparran says that "all inspection and certification work is now practically on a self-supporting basis, as the canners and fruit and vegetable people are asking for a service which the department gladly supplies and for which they pay in full." For instance, he says, "the canners are anxious for the department to grade their products as they get them from the farm so that each farmer will have the incentive to produce the best and get paid for it. The apple men are now enjoying a world market because the department checks the grade of their apples and gives them a certificate of quality. This is a service the government renders but the apple growers and not the taxpayer pays the bill. The grape people are pleased to have the state grade their grapes which must go far from home to seek a market, and they pay for that service gladly." He adds that "the Bureau of Statistics and Information has greatly expanded its service with only a slight increase in its pre-war State budget," and that "a cooperative agreement with the Federal Government which eliminates duplication in effort, has made this possible."

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NORTHEASTERN POULTRY COUNCIL WANTS
MARKETING COMMITTEE IN EACH STATE.

Establishment of a marketing committee in each state having representation in the Northeastern Poultry Producers Council has been suggested to members of the Council by Sidney A. Edwards, secretary, as a means of expediting the work of the Council by coordinating the activities of the various states. These state committees would make direct contact with Alben E. Jones of Trenton, New Jersey, who is chairman of the marketing committee for the Council. Mr. Edwards will furnish to persons interested in the work of the Council a copy of the proceedings of its annual meeting held at Waterbury, Connecticut, in February, together with an outline of the Northeastern Egg Quality Program.

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GRADING SERVICE on canned grapefruit and canned tomatoes is to be inaugurated soon at Jacksonville, Florida, by the Federal Bureau of Agricultural Economics. Tentative grades have been developed for canned grapefruit.

CONNECTICUT FARM ROADSIDE
MARKETS ORGANIZE.

More than 75 operators of farm roadside markets in Connecticut, and others interested in this form of merchandizing, have organized the Connecticut Approved Roadside Market Association, according to Connecticut Department of Agriculture. The chief object of the organization will be to raise present standards of roadside selling and make it easy for consumers to identify a stand that is conducted by a bona fide producer. The association adopted a uniform sign to be displayed by all approved stands, the signs to be leased by growers whose stands pass inspection and are approved by the Connecticut Department of Agriculture. The sign is a large blue shield that bears a reproduction of the New England Quality Label and the wording: "CONNECTICUT FARM PRODUCTS At Roadside Markets Under Supervision of Connecticut Department of Agriculture."

The requirements for membership are that the major portion of the products on sale must be produced on the proprietor's own or nearby farm, and that farm products which have not been produced on his own or neighboring farm shall be conspicuously labeled so that buyers may know that such products were not grown locally. Products must be packed so that the face or shown surface shall represent the contents of the package. Ample parking space off the highway must be provided. At least one product bearing the New England Quality Label must be handled. No label or signs shall in any way be misleading. The market must be clean and neat and the products of good quality and fresh.

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NEW YORK TO EXPAND WORK
ON QUICK FREEZING PROCESS.

Research begun last year at the New York Experiment Station at Geneva, dealing with the preservation of fruits and vegetables by a quick freezing process is to be continued and greatly expanded this season, Dr. U. P. Hedrick, director of the station, has announced. The projects is part of the station's research program looking to the development of new uses for farm products, says Dr. Hedrick, adding that in many parts of the country frozen foods are rapidly assuming commercial importance. One of the chief objects of this season's work will be to determine what varieties of fruits and vegetables are best suited for the freezing process. Information will be obtained on how the freezing affects the tissues of various kinds of fruits and vegetables, how it affects the bacteria present, and its effects on the chemical composition of the product.

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NEW JERSEY WARNS AGAINST
UNLICENSED MILK DEALERS.

Because of present economic conditions affecting agriculture it is especially important that New Jersey farmers should protect themselves from possible losses by ascertaining that buyers of milk and produce on credit are licensed and bonded by the New Jersey Department of Agriculture, that department says. The department has licensed nearly 600 milk and produce dealers who do business in New Jersey.

MINNESOTA REPORTS ON
FARM INCOME SURVEYS.

A survey of farm incomes on 147 farms in Minnesota, made by the University of Minnesota division of agricultural economics, reveals that in 1931 operators' labor earnings ranged from minus \$4,005 to plus \$2,325, with an average of minus \$622. Although most of the farmers failed to "earn" anything for their own labor after "interest on the investment" was deducted, some farmers found it possible to make fair returns. Poor crop yields were primarily responsible for low earnings over much of the territory. Price declines were a contributing factor. In this the large farms suffered most, as they had large quantities of supplies on hand and large numbers of livestock. These fell in price and value and pulled the resulting farm earnings to a low figure. On the 30 farms having lowest earnings, the average inventory decline was \$1,985. On the average of 147 farms, this item alone was \$971. But despite this apparently trying situation, it is stated, farmers are "really quite cheerful, and, as is human, are looking forward to another year and its operations with hope."

The survey showed that the average family, consisting of 4.1 persons on an adult equivalent basis, consumed \$209.24 worth of home grown food at farm prices. The figures indicate that in spite of the tendency in recent years toward producing specialized products for sale and buying an increasing share of the family living, farmers are getting a substantial portion of their living from the farm.

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WYOMING REPORTS WORK
ON EXTENSION ECONOMICS.

The Wyoming Extension Service project of agricultural economics the past year, according to the Seventeenth Annual Report of that organization, included farm accounts, dissemination of outlook information, and marketing. Later, it is hoped to correlate with these subjects farm management and agricultural adjustment. Fifteen counties are carrying farm accounts projects. The specialist in charge introduced this work in nine counties last year. Other counties have these projects, but the work has been carried on mostly by the agents. The state goal for 1931 called for 1 per cent of the farmers keeping farm records as projects.

Marketing, according to the report, has been carried on mostly by commodity specialists on their various commodities. However, considerable work has been done toward an educational program on cooperative marketing, but there has been no emphasis placed on organization of new cooperatives. The Wyoming Extension Service made a special effort last year to get before the farmers and ranchmen of the state the economic situation with reference to the principal livestock, crop and poultry enterprises. Fifteen hundred copies of a bulletin "The Wyoming Agricultural Situation" were distributed to rural people, and timely releases of wheat, alfalfa, potatoes, feed crops, wool, lambs, dairy products, poultry, and turkeys were put out. In 15 counties, representatives of the state extension office gave outlook material at 50 meetings attended by 2,702 persons. Outlook material was presented at 92 meetings by county agents, the attendance aggregating 2,546 persons.

NEW JERSEY TO ISSUE
NO MORE FREE BULLETINS.

Drastic cuts made in the appropriation of the New Jersey Agricultural Experiment Station by the legislature in compliance with a general demand for reductions in the cost of government have forced the station to discontinue practically all free distribution of publications to out-of-state addresses after May 1, and to consider similar action for New Jersey addresses after June 1. In the past it has been the practice of the institution to send bulletins free to anyone asking for them. Under the new rule, only libraries of other agricultural experiment stations and colleges and important municipalities will be favored in this way.

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NEW YORK WOOL SOLD
ON QUALITY AND GRADE.

The 1931 New York wool clip, sold cooperatively, was graded into 33 classes, each of which was sold separately and returns made to farmers in proportion to the quality and grade of the wool, according to M. C. Bond of New York College of Agriculture. The cost of freight, grading and storing the wool until it was bought by mills, and the expense of selling, totaled 4.15 cents a pound.

Tennessee Extension Service reports that a series of 32 wool pools through which sheep growers of fifty counties will sell their wool cooperatively will be held this month. Illinois College of Agriculture says that the wool growers in that state are on the verge of another wool marketing season and are hoping for a recovery in the wool manufacturing industries such as occurred in the spring of 1931.

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THE FARM VALUE of American agricultural exports in the fiscal year 1930-31 was the smallest in more than a decade, being \$696,000,000 as compared with \$1,215,000,000 in the preceding twelve months covering the crop year 1929-30, says the Bureau of Agricultural Economics.

STOCKS of raw wool in the United States at the beginning of the new wool season on April 1, 1932, were apparently much smaller than on the corresponding date a year ago, says the Bureau of Agricultural Economics.

A REQUEST that Congress direct the Secretary of Agriculture to provide the services of his department in guiding and safeguarding both public and private movements to put the unemployed back on the land, was made by the National Advisory and Legislative Committee on Land Use during its meeting in Washington last week.

COTTON continued in March to be the mainstay of the American farm exports situation, the export index of 44 principal farm products standing at 111, which was higher than for any March since 1927. But if cotton exports were subtracted it would leave the export group with an index of 79, a new low monthly record.

COLORADO CANTALOUPE AND MELON INSPECTION LAW HELD UNCONSTITUTIONAL

People vs. Stanley

Supreme Court of Colorado, February 29, 1932 (9(2d)Pac. 288)

In this case Dean Stanley was charged with the violation of laws 1925, page 246, as amended by laws 1927, page 246, relating to the inspection of cantaloupes and melons grown within the State for human consumption. Judgment for Stanley, which, upon appeal, was affirmed.

The charge against Stanley in the violation of the above law was the sale, offering for sale, shipment, and placing upon the market of (a) uninspected and uncertified cantaloupes and melons, (b) cantaloupes and melons which had been inspected but which had been rejected by the inspector, and (c) cantaloupes and melons which defendant falsely represented to have been inspected and certified.

Defendant demurred to the information because (1) the statute, under which the information purports to have been drawn is unconstitutional and void for numerous reasons set forth, and (2) there is no statutory or common-law authority in the State defining as a crime the matters set forth in the information. The demurrer was sustained, from which a writ of error was prosecuted.

The applicable sections of the statute read:

"Section 1. It shall be unlawful for any person, * * * to sell, ship or offer for sale or shipment, or place upon the market for human consumption, any cantaloupes or melons grown within this State, unless the same shall be first certified as to maturity, and fitness of condition for shipment, by a regularly appointed inspector, under the provisions of this act.

"Section 2. * * * All disputes concerning inspection of cantaloupes or melons shall be finally adjusted by the State Inspector. * * *

"Section 3. The State Inspector of Cantaloupes and Melons, or his deputy or assistants shall inspect, examine and certify all cantaloupes and melons grown within this State for human consumption so far as possible or practicable. * * *

"Section 6. The State Inspector or his deputy or assistants, may in their discretion keep under their care and supervision any or all of the cantaloupes or melons which have been inspected and rejected by them, for a period of forty-eight hours.

"Section 5 of the 1925 act, which is unaffected by the 1927 amendatory act, makes the violation of any provisions of the act a misdemeanor, punishable as therein provided."

The court here considered it necessary to discuss but one of the objections raised to the constitutionality of the act, i.e., that it does not provide for or fix a standard whereby the inspector or grower of cantaloupes and melons may determine the right and duty of certifying

the same, but that it reposes in the inspector absolute and arbitrary power to certify or not, and is therefore violative of the due process of law and equal rights provisions of both the United States and Colorado Constitutions. This objection was upheld in the court in the following language:

"It must be conceded that the statute itself sets forth no standard by which the inspector or the grower may determine when either cantaloupes or melons have reached that stage of 'maturity, and fitness of condition for shipment' which imposes upon the inspector the duty of certifying the same or which entitles the grower to the right of demanding that service; and it must also be conceded that the act itself is silent as to any provision or authorization by which a standard may be fixed. The statute furnishes no guide, establishes no standard, sets forth no rule or regulation, provides no limitation, and consequently imposes no duty upon the inspector, for the performance of which the grower may legally insist. The finding of that condition of 'maturity, and fitness of condition for shipment' which entitles the grower to the inspector's certification is left entirely with the inspector, without rule, regulation, standard, or specification, and he may, if so minded, exercise the authority with which the statute attempts to clothe him in a purely partial and discriminatory manner; he may certify the cantaloupes and melons of one grower and refuse certification to another whose crop is in the same identical condition. The inspector is vested with an unlimited and uncontrolled discretion; he may withhold his certification without restraint and without responsibility, and yet the grower cannot sell or ship his most excellent product without certification because by so doing he becomes a criminal, if the statute is valid."

The comment of the court upon this question is that it cannot be said that the work of inspecting cantaloupes and melons is of such a technical nature or so intricate that it cannot be prescribed by definite rules, regulations, specifications, classifications, and standards; that under the circumstances the general rule is that a statute which attempts to vest in public officials arbitrary discretion and unlimited power with respect to a lawful business, without prescribing rules and regulations, is unconstitutional.

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MIMEOGRAPHED publications, now obtainable from the Bureau of Agricultural Economics, are: "Marketing Colorado Lettuce, Cauliflower, Cabbage and Green Peas, Summary of 1931 Season"; "Marketing North Carolina White Potatoes Summary of 1931 Season"; "Marketing Northwestern Fresh Prunes, Summary of 1931 Season"; "Marketing Western New York Celery, Summary of 1931-32 Season", and "Marketing Arizona Cantaloupes, Summary of 1931 Season."

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 18, 1932

Vol. 12, No. 20.

MARYLAND FINDS GRADING PROFITABLE TO FARMERS.

Maryland Department of Markets says that "it is difficult to determine definitely the increased value of placing on the market graded potatoes as compared with ungraded stock, but from statements made by representative dealers and commission merchants, it appears that potatoes of No. 1 quality are worth from 15 to 30 cents per barrel more than potatoes of unknown grade. Where potatoes have been inspected and the grade certified through shipping point inspection it is generally agreed that such potatoes are worth at least 15 cents per barrel more than non-certified ones."

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CALIFORNIA DAIRYMEN ORGANIZE RELIEF PROGRAM.

California dairymen meeting in conference with specialists from the California College of Agriculture have adopted a 14-point program looking toward decreased costs of production, decreased volume of production, increased consumption in cities, new uses for dairy products, and a greater use of dairy products on dairy farms.

Professor B. H. Crocheron of the college declared at the meeting that "a forecast of the future shows no probability for greatly increased prices. Present low prices of dairy products are causing severe distress to many dairymen. It is evident that the dairy industry, along with many other industries, must readjust to the present general price level."

Other points in the program are the fattening of boarder cows for slaughter, improvement of methods of finance for dairy farmers, eradication or reduction of tuberculosis and Bang's disease, formation of a feed council for improving the mixed feed situation, improvement of machinery in distributing market milk, and the holding of similar conferences in other states to provide a national dairy program.

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VERMONT IMPROVES METHODS ON MAPLE SYRUP INSPECTION.

Improved methods in taking samples of maple syrup, determining the color grade, and reading hydrometer tests are being used by Vermont Department of Agriculture in its maple syrup inspection service. The grade of syrup is determined by the use of official color grading samples and hydrometers, and a quick filtration process has been added in order to clarify cloudy samples. Two inspectors assigned to work with a cooperative organization examine the syrup at the station or assembling point as it is delivered by producers.

MISSISSIPPI SHIPPERS USING
NEW-TYPE CABBAGE CONTAINERS.

Probably two-thirds of the cabbage crop shipped from Mississippi this year will be loaded in lettuce crates and pony crates, according to B. E. Surry, field representative of the Federal Bureau of Agricultural Economics. The pony crates, weighing approximately 60 pounds net, he says, are loaded 400 to the car. Lettuce crates vary from 80 to 90 pounds net, with 288 to 300 constituting a carload, whereas only 210 standard crates are required for a carload. Lettuce crates and standard 100-pound crates are reported selling f.o.b. Mississippi shipping points at the same price, because lettuce crates represent a neat shed pack, whereas the standard crates are packed in the field and do not make so good an appearance.

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NEW JERSEY SUGGESTS PART-TIME
FARMING PROGRAM FOR UNEMPLOYED.

A proposal that Camp Dix at Wrightstown, New Jersey, be used to demonstrate the possibilities of moving unemployed of the cities back to the land as a relief measure has been advocated by Dr. J. G. Lipman, director, New Jersey Agricultural Experiment Station. With cities over-populated, he says, the best solution is to shift some of our population to the soil, from which at least a portion of their income can be obtained.

For Camp Dix, which has more than 1,000 fertile acres, Dr. Lipman visualizes the development of several hundred one-half to two-acre farms worked on a part-time basis by their owners, and the establishment of a few large scale farms on which the "part-time farmers" could work two or three days a week to supplement their incomes.

Dr. Lipman believes these small "part-time" farms could be made available at a cost of not more than \$3,000 each, including cost of land and a modest dwelling, and he says that growing vegetables and small fruits, keeping rabbits and small flocks of poultry to provide food for home consumption, and by obtaining part-time employment, the farm owner could make enough to pay \$25 a month to meet interest, taxes, and amortization charges. What is proposed for Camp Dix could likewise be done in many other sections of New Jersey, in the opinion of Dr. Lipman, who points out that more than 500,000 acres of "good" land is available or could be bought for such use.

Dr. Lipman believes that a back-to-the-land movement such as he proposes would help rather than hinder the State's established agricultural industries as it would help strengthen rural life and help stop the decline of land and farm values. He says that the part-time farmers, obviously, would not raise staple crops such as potatoes, corn, wheat, fruit, rye, oats, and forage; that they would not compete with the commercial fruit and vegetable growers since the large cities demand large quantities of uniform standardized products, and that they would not compete with commercial dairymen since a two-acre farm could not maintain even one cow. Eggs and poultry meat produced would be practically all for home consumption, he adds.

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TENTATIVE U. S. STANDARDS for classes and grades for dressed domestic rabbits have been issued by the Federal Bureau of Agricultural Economics. The grade specifications for young domestic rabbits are "U. S. Prime", "U.S. Choice," and "U. S. Commercial."

NEWS BRIEFS

BERNE A. PYRKE, for the last eleven years Commissioner of Agriculture and Markets in New York will be succeeded on July 1 by Charles Hilliard Baldwin, director of New York State farms. Mr. Baldwin has been in the Department of Agriculture and Markets for eighteen years.

APPLE GROWERS all over the world are becoming more efficient, says the Federal Bureau of Agricultural Economics. They are producing more and better apples on smaller acreage. There is better selection of varieties planted, and improvement in cultural and marketing processes. Farm orchards are giving way to commercial orchards. All this is increasing the competition that United States producers are having to meet in world markets.

COMPILATIONS by the Bureau of Agricultural Economics show that more whole milk equivalent was used by manufacturers of milk chocolate and chocolate coatings last year than in 1930, and that the quantity used in each of these years was greater than in 1929 or 1928.

TOTAL CARLOT rail and boat shipments of approximately fifty fruits and vegetables have fallen off more than 53,000 cars in the last two years, according to the Bureau of Agricultural Economics. The peak of carlot movement of these commodities was reached in 1929 when 1,074,069 cars were shipped, whereas in 1931 shipments filled 1,021,474 cars. Ten years ago the shipments totalled 858,669 cars.

MARKETINGS OF HOGS in important European producing countries and in the United States, it is expected, will be larger the next few months than they were in the same months last year, but in the latter part of 1932 slaughter supplies abroad probably will be smaller than in the same period in 1931, says the Bureau of Agricultural Economics.

SIX HUNDRED FIFTY-FIVE New York State farmers applied for the Federal emergency crop loans up to May 5, according to Lincoln D. Kelsey of New York College of Agriculture. Most of the applications have come from western New York counties.

A PRELIMINARY REPORT entitled "Farm Prices of Cotton Related to its Grade and Staple Length - Mississippi Crop - Season 1928-29," has been issued by the Bureau of Agricultural Economics.

Other mimeographs now available from the bureau are: "Agricultural Economic Reports and Services of the Bureau of Agricultural Economics"; "Deterioration of Damp Wheat Stored in a Small Farm Bin and a Method of Drying Damp Wheat"; "Staple Length of Foreign-Grown Cottons Consumed in the United States, 1928-1931"; "Production and Marketing Calendar of American Fruits"; and "Marketing Louisiana Potatoes, Summary of 1931 Season."

NO CONTRACT EXISTS WITHOUT ACCEPTANCE OF OFFER

Dekle v. American Fruit Growers.

Court of Appeals of Alabama

March 22, 1932.

(140 Sou. 629)

Action for breach of contract by A. U. Dekle against the American Fruit Growers, Inc. From judgment for defendant the plaintiff appeals. Affirmed.

The plaintiff claimed damages on account of alleged breach of contract whereby he agreed to buy from the defendant, and it agreed to sell him, a certain car of lemons. It appears that the American Fruit Growers were owners of the car of lemons which were in the railroad yards at Mobile. They were in the charge of C. G. Ibach, a merchandise broker of Mobile. Dekle was aware of this and entered into negotiations with Ibach for the purchase of the car of lemons. According to the opinion rendered it is indicated that Dekle understood thoroughly Ibach's authority and that the purchase must be made through him but that before a sale could be consummated the American Fruit Growers would have to accept, or give Ibach authority to accept, any offer that was submitted through him. It further appears that appellant submitted to Ibach an offer for the lemons but, not receiving quick response, he wired the American Fruit Growers for prompt acceptance or rejection of his offer; that prompt reply was received: "Already wired Ibach authority accept your offer lemons."

On the above occurrences, Dekle claims a contract exists to sell him the car of lemons. Ibach, who had full authority in accordance with his instructions to sell the lemons, had already sold the lemons to another party; hence, this suit.

The opinion of the trial court was that Dekle had no case. With this finding the appellate court agreed on the ground that

"To constitute a contract there must be a definite, unconditional, acceptance of the offer made.' Manier & Co. v. Appling, 112 Ala. 663, 20 Sc. 978. And where the evidence is free from conflict, it is the duty of the court, on the request in writing of either party, to charge the jury directly and affirmatively on the effect of the evidence.

"And 'when the contract (alleged) sued on was negotiated and consummated between the parties by telegraph, the several dispatches, as written instruments, must be construed by the court.' Humes v. O'Bryan, 74 Ala. 64, 66; Manier & Co. v. Appling, supra.

"It is clear that appellee did not accept appellant's offer--merely authorized its agent, Ibach, to do so. And that Ibach never did do so.

"Appellant simply never obtained any contract."

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U. S. Department of Agriculture

May 25, 1932

Vol. 12, No. 21

NEW ENGLAND FARM MARKETING

PROGRAM IS MAKING PROGRESS.

Nearly eight million "quality labels" have been purchased up to May 1 by approximately 2,000 farmers in Maine, New Hampshire, Vermont, Massachusetts, Connecticut, and Rhode Island, cooperating in the New England Farm Marketing Program, according to a progress report by the New England Association of Marketing Officials. There have been purchased, also, more than 3,500,000 standard containers and markers by nearly 1,000 farmers in the six States.

Most of the labels, containers, and markers are being used in the marketing of eggs, and Connecticut leads the six States in this field, with Massachusetts a runner-up for high honors, and Rhode Island third. Of 5,000,000 "egg labels", more than 2,000,000 have been sold to producers in Connecticut, 1,430,000 in Massachusetts, and 1,296,000 in Rhode Island. All three states have sold, also, large quantities of egg cartons. Maine leads in sales of "potato labels", Massachusetts in sales of "apple labels", "celery labels", "turkey labels", "baby chick and "hatching eggs" labels, and Connecticut in "asparagus labels", and "tomato labels".

The standard containers and markers include egg cartons, egg advertising inserts, asparagus markers, celery wrappers, and potato tags. There are butter wrappers, honey wrappers, lettuce wrappers, turkey bags, turkey head wrappers, and parchment vegetable wrappers, - all in constantly increasing use in a successful effort to stimulate production and consumption of New England quality products.

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MINNESOTA TO LAUNCH

LAMB GRADING CAMPAIGN.

"Top lamb prices for every producer" will be the aim of a state-wide lamb grading campaign to be conducted in Minnesota this July and August by the Minnesota Extension Service. The fact that only from 35 to 50 per cent of Minnesota lambs top the South St. Paul market is the reason for the campaign. A major cause of low-grade lambs is said to be lack of condition which results frequently "from a lack of understanding by farmers as to when lambs are fat". Lamb sorting demonstrations will be given on a number of farms in many counties.

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"CONSUMER DEMAND FOR CHEESE" study is now under way by members of the Agricultural Economics Department of the Wisconsin College of Agriculture.

LOUISIANA STRAWBERRY
GROWERS HAVE BAD YEAR.

"This has been a most disastrous season for strawberry growers in Louisiana," writes B. B. Jones of the Louisiana Extension Service. He says that "receipts for this year declined to an amount estimated at less than three million dollars", as contrasted with receipts of eight million to nine million dollars last year. "Disastrously low prices," he adds, "largely because of poor quality berries, caused more than 1,000 carloads of berries to go unshipped."

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"BUSINESS AS USUAL"
ON NEW JERSEY FARMS.

In spite of the low prices for farm products last year, and the present unfavorable economic situation, New Jersey farmers are going ahead with their operations and the State's agricultural plant will be operating on a full schedule during the 1932 growing season, according to William B. Duryee New Jersey secretary of Agriculture. The total acreage of crops already planted or intended to be planted as the season advances, he says is approximately the same as the average during the past decade and the total land in cultivation is almost exactly the same as in 1931.

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IOWA FARM INCOME IS
\$818 "IN THE RED".

Greatly decreased income, increased efficiency in farming, and wide variation in income per farm are among the outstanding facts shown by the annual farm business record report for 1931, representing 651 farms in 58 Iowa counties, just issued by Iowa Extension Service. The average net income for these farms was \$818 "in the red" for 1931 as compared with a positive net farm income of \$763 in 1930. The net farm income is figured by using total receipts, expenses, and inventory changes.

The "management return" averaged a loss of \$2,607 as compared with a loss of \$890 in 1930. Farm management return is figured by deducting from the net farm income interest on operator's real estate equity at 3 1/2 per cent, 7 per cent on working capital, and wages for operator and family at \$50 per month. The "red ink" figures were shown despite the fact that the farmers raised more pigs per litter, secured more eggs per hen, and tended more crop acres per man and per horse.

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PENNSYLVANIA COMMERCIAL ORCHARD TREES
OUTNUMBERING FARM APPLE TREES.

The number of Pennsylvania farms reporting apple trees dropped from 180,157 in 1925 to 125,766 in 1930, according to Pennsylvania Department of Agriculture, which says that there are now 11 counties in each of which there are less than 5,000 non-bearing apple trees. Apple production in Pennsylvania has become a highly specialized commercial undertaking with the industry concentrated in a relatively small area of the State, one-fourth of all the apple trees in the Commonwealth being located in six counties, - Adams, Berks, Bedford, Cumberland, Franklin, and York.

ORDER REDUCES COMMISSIONS
AT KANSAS CITY STOCKYARDS.

An order, effective June 17, that prescribes new rates for buying and selling livestock on commission at the Kansas City stockyards has been issued by the Acting Secretary of the United States Department of Agriculture. Some of the principal reductions are on shipments of cattle by rail on which the new rates are \$13 minimum and \$15.50 maximum as compared to a minimum of \$15 and a maximum of \$19 in the existing schedule; on sheep by rail, on which the present single-deck flat rate of \$14 is reduced to a minimum rate of \$10 and a maximum rate of \$12, and the double-deck rate is reduced from \$20 to \$17; and on hogs by rail on which the new rates on single-decks are \$10 minimum and \$12 maximum as compared to the old rates of \$12 and \$14 respectively. On truck-in consignments the per head rate on cattle is reduced from 75 cents to 70 cents, on hogs from 30 cents to 25 cents, and on sheep from 25 cents to 20 cents.

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IOWA REPORTS ON NUMEROUS
ECONOMIC RESEARCH PROJECTS.

Progress reports on a number of economic projects that deal with costs of production and marketing and with other factors in the farm economics field are given in brief in the Iowa College of Agriculture report on agricultural research during the fiscal year ending June 30, 1931. Titles of the projects are: "Stock-Share Farm Leasing," "Seasonal Fluctuations in Grain Prices," "Farm Records and Accounts," "Destination and Origin of Iowa's Commercial Corn and Oats," "Grain Price Differentials," "Secular, Annual and Monthly Movements in the Price of Cash Corn," "Iowa Farm Land Values," "Livestock Shipments and Prices," "The Movement of Iowa's Commercial Corn and Oats," "Direct Packer Buying," "Seasonal Fluctuations in Marketing Iowa Hogs," "The Motor Truck in Livestock Marketing," "Iowa's Egg and Poultry Trade," "Farm Mortgages and Land Values," "Utilization and Cost of Farm Power," "Economic Investigation of Farmers' Elevators in Iowa," "Iowa Crop Production Costs," and "Economic Investigations of the Manufacturing and Marketing of Iowa Dairy Products."

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PRESS ASSOCIATION COOPERATES
IN MARKET NEWS ECONOMY.

New Jersey Department of Agriculture reports that in the interests of economy the Newark market news office has been closed, and an arrangement effected whereby a market news reporter employed cooperatively by the New Jersey and Federal departments of agriculture, stationed in New York, prepares a daily report of the prices of New Jersey fruits and vegetables in New York. This information is disseminated to New Jersey farmers by the Associated Press through approximately 25 daily newspapers. A number of weekly papers in the State, also carry reports of prices of fruits, vegetables and eggs as issued by the crops and markets information service of the department of agriculture.

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WITH PLENTY of low-priced feed, hens are producing more than their usual quota of eggs these days, but there are fewer hens and pullets in farm flocks as compared with a year ago, and consequently smaller egg production per farm flock, says the Bureau of Agricultural Economics.

FORECLOSURES ON FARM REAL ESTATE

By V. R. Wertz, Ohio
Experiment Station

The number of foreclosures on farm real estate in Putnam, Union, and Greene Counties, Ohio, increased from an average of four from 1910 to 1914 to 77 in 1931. In the same period the number of acres foreclosed on increased from an average of 341 to 9,199 acres in 1931.

From 1910 to 1914 the annual average judgment against the farms foreclosed on amounted to \$13,688 and the amount for which the land sold averaged \$21,013; that is, the property sold for 54 per cent more on the average than the judgment against it. By 1931 the judgment had increased to \$575,310, and the amount for which the property sold amounted to \$402,617. In other words, the property sold for 30 per cent less than the judgment allowed against it by the court in 1931.

On the average, the property in these three counties sold for more than the judgment against it until 1925. Since 1925, the property on which foreclosure proceedings were taken sold for less than the judgment by quite a large margin.

These figures show only a part of the forced sales in these counties, for not all forced sales went through the courts. There has been in the last few years an increase in the number of voluntary transfers of farm real estate to those holding mortgages against it. In 1925, 15 farms were voluntarily transferred to financial institutions, such as insurance companies, banks, building and loan companies, etc., in lieu of payment on mortgages. This merely amounts to foreclosure without the legal procedure. In 1925 the number of acres thus transferred to financial institutions amounted to 1,867 and in 1931 it had increased to 4,065. In addition, there were also transfers of farms to individuals in payment of mortgage debt, but the number of such transfers could not be gotten from the county records.

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NEW JERSEY SUPPLIESPRODUCE TO PHILADELPHIA.

Eighteen per cent of all produce received in Philadelphia in 1931 was from New Jersey, according to New Jersey Department of Agriculture. During the year, a total of 80,519 carlots or carlot equivalents of fruits and vegetables was unloaded in Philadelphia, of which 25,192 carlot equivalents were carried by motor trucks. Fifty-five per cent of the truck receipts were from New Jersey.

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ALABAMA FARMERS are buying less fertilizer and using more cottonseed meal as fertilizer, according to Alabama Extension Service. Sales of fertilizer in the State this season are reported at about 50 per cent of 1931 sales which were 35 per cent below sales in 1930.

VIRGINIA FIRM PENALIZED
IN PERISHABLES ACT CASE

The Secretary of Agriculture has ordered Crenshaw, Currie & Co., Inc., Richmond, Va., to pay \$274.52 to the Peppers Fruit Co., of Los Angeles, Calif. as the result of a hearing held under the Perishable Agricultural Commodities Act.

This case involved a car of Tokay grapes which Peppers sold to Crenshaw, Currie & Co., Inc., at 70¢ f. o. b. Upon arrival of the grapes in Richmond a member of the firm of Crenshaw, Currie & Co., Inc., together with Alfred Rose, the broker, inspected the car and they testified that the grapes showed wet, some mold, berries dropping from bunches with rotten stem caps. The grapes were also inspected by the Moorhead Inspection Bureau, which reported 15 per cent to 30 per cent showing weak stem caps followed by decay and mold, and states that the stems were fresh and green but that the berries were shelling freely and all caps showing decay or breakdown, and that the berries in the bottoms of packs were wet, sticky and badly marked by pack pressure, but that the berries were fresh and fairly clean. The shipper was advised by the broker of the buyer's dissatisfaction and offered an allowance of 10¢ which was refused and a counter offer made of \$1.00 delivered. This counter offer was refused by Peppers and Government inspection requested. The Federal inspector at Norfolk was unable to go to Richmond and the broker asked that the car be released in order that Crenshaw, Currie & Co., Inc., might start selling it. To this Peppers replied that he was diverting car elsewhere to obtain Government inspection. The broker protested this action saying the buyer demanded inspection at Richmond and that they were asking that an inspector from Washington, D. C., be sent to Richmond. The car was diverted to Washington, D. C., and was inspected at that point. The certificate stated: "Berries in most lugs dry; some lugs show $\frac{1}{2}$ to practically all berries wet. Berries firm and fresh, mostly well attached; shattering berries range from 2 per cent in some lugs to 10 per cent in others averaging 8 per cent shattered. Main stems mostly green; lateral stems turning brown. Decay ranges from less than $\frac{1}{2}$ per cent in some lugs to 4 per cent in others, averaging 2 per cent. Decay is Gray Mold rot, 1 to 2 per cent crushed berries next bottoms of boxes. Grade: Meets quality requirements for US-1 grade, decayed wet and crushed berries being factors of condition."

After inspection at Washington the grapes were sold to a local house and Peppers claimed damages in the amount of the difference between the net price received and the invoice price originally agreed on. Crenshaw, Currie & Co. filed a counterclaim for damages in the sum of \$294 or 35¢ on 840 crates, basing this claim on a selling price of \$1.65 to \$1.70 per crate. They based this claim on the contention that the grapes failed to comply with the sale contract specifications, that there was a strong market for grapes at that time and that by reason of the failure of the grapes to comply with specifications they were without grapes to sell and suffered loss in the amount indicated.

The Secretary held that at the time this shipment was made rule 11 of the Standard Rules and Definitions of Trade Terms, as promulgated by

various trade organizations and understood by the trade, provided that f.o.b. means "that the commodity quoted or sold is to be placed free on board the car or at ship side at shipping point in suitable shipping condition and that the buyer assumes all risks of damage in transit not caused by the shipper, whether there is a bill of lading to the order of the shipper or not." The Secretary concluded that the grapes complied with the specifications at the time of sale and were in suitable shipping condition and that damages should be awarded to the Peppers Fruit Co., because of the rejection of the car. The Secretary further ordered publication of the facts.

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UTAH COLLECTING MOTOR
TRUCK MOVEMENT FIGURES.

Utah Board of Agriculture is cooperating with the Utah Road Commission in furnishing the Salt Lake City office of the United States Bureau of Agricultural Economics a weekly report of all northbound trucks carrying fruits and vegetables, entering the State. The report gives the truck number, date, net pounds of fruits and vegetables, and in general the kind of produce carried, whether mixed vegetables, citrus fruits, or other farm commodities. Two hundred one trucks of fruits and vegetables were checked during 23 days in April. They contained 1,430,789 pounds of 55 carloads of produce.

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THE EXPORT MARKET as an outlet for New Jersey apples is discussed by William C. Lynn of the New Jersey Department of Agriculture in a circular just issued by that department. Selling charges and other costs, duties, embargoes, and restrictions are covered briefly in the report.

MIMEOGRAPHED publications now available from the Bureau of Agricultural Economics are: "Table of Number of Packages Per Carload"; "Marketing Southeastern Watermelons, Summary of 1931 Season," by R. Maynard Peterson; "Marketing Colorado Peaches and Pears, Summary of 1931 Season," by Bryce Morris; "Marketing Western New York and Pennsylvania Grapes, Summary of 1931 Season," by R. L. Sutton, L. D. Spink, and A. L. Thomas; "Marketing Eastern Shore Potatoes, Summary of 1931 Season," by V. H. Nicholson; and "Marketing Colorado Cantaloupes, Summary of 1931 Season," by R. G. Risser.

OPPOSITION to recent efforts to organize dairy farmers of Connecticut and all other states east of the Mississippi River, on the basis of a labor union to demand higher prices for milk, is being voiced by Connecticut Commissioner of Agriculture S. McLean Buckingham and other agricultural leaders. Commissioner Buckingham says that efforts to organize farmers' unions have been economically unsound and that history has proved them to be a failure; and he is urging dairy farmers to communicate with farm bureaus, college extension services, and departments of agriculture for complete information about proposed unions before parting with any money for membership fees.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

U. S. DEPARTMENT OF AGRICULTURE

June 1, 1932

Vol. 12, No. 22

WISCONSIN ISSUES

GRADES FOR EGGS.

Voluntary grades for eggs have been issued by Wisconsin Department of Agriculture and Markets at the request of egg producers. The grades are "Wisconsin Extras," "Wisconsin Firsts", and "Undergrades."

Department commissioners announcing the "suggested" grades declare that "in the hope that the department could do for the farmers of Wisconsin who produce eggs for sale, what has been done for farmers in California, Oregon, Washington, Idaho and Canada, a series of hearings were held in 1931 under a law passed by the legislature many years ago, and rules and orders were issued for grading eggs in accordance with the sentiment developed at the hearings. Little or no protest was made against these orders at the hearings, but no sooner had they been adopted than a storm of protest was raised from all over the state. The commission feels that most of these protests were due to a lack of understanding as to what it all means. Part of it was no doubt due to the fact that we sometimes find it difficult to change from practices we have followed all our lives to new ways of doing things, but some of it was due to a deliberate attempt on the part of some buyers of eggs to oppose anything that interfered with their buying eggs ungraded, grading them and getting the profit. Whether right or wrong, the people gave the 1931 legislature to understand that they were opposed to the egg grading regulations. The legislature, therefore, very properly asked the department to suspend its egg grading orders until it could inquire further into the purpose, necessity and reasons therefor. The department has complied with that request, but this has resulted in many egg producers writing the department expressing their regrets that the orders have been suspended, because, they say, 'We had just begun to realize the benefits these orders were to us.'

"To meet this situation, the commission is hereby issuing rules and regulations which are not compulsory, are entirely voluntary, and are only issued in the hope that the producers and buyers of eggs will follow them in order to increase the income of Wisconsin farmers as the income of farmers of other states has been increased by following similar egg grading rules and regulations."

Copies of the suggested grades may be obtained from the Department of Agriculture and Markets, Madison, Wisconsin.

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UNITED STATES STANDARDS for pears have been issued by the Bureau of Agricultural Economics. They are "U. S. No. 1," "U. S. No. 2," "U.S. Combination Grade," and "Unclassified".

CALIFORNIA DAIRYMEN
CUT FEED COSTS.

Introduction of pasture and annual hay crops is making it possible for many California districts to secure cheaper feed and even larger yields at less cost than could be obtained through the production of alfalfa, according to Prof. B. H. Crocheron, University of California. He says that "feed amounts to about half the cost of producing milk in California; feed costs are the largest single item in growing cattle, sheep, and hogs. Low prices for butterfat, mutton, and pork make it necessary to reduce the cost of production. Although alfalfa has been considered the standard forage crop in California, it is now going into the background because of disease conditions which, in many areas, are cutting the life of the stands to about three years, with maximum production secured only during the second year of the three, thereby greatly increasing the cost of production."

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"DOUBLE" PROSECUTION OUTLAWED
IN PERISHABLES CASE.

The Secretary of Agriculture has ruled that a case cannot be prosecuted under the Perishable Agricultural Commodities Act and in a civil court at the same time. The ruling was made in connection with the complaint of Tedford Brothers, Aransas Pass, Texas, against Piowaty-Berliner, Inc., Chicago, Ill., and M. C. Coggins, Pleasant Valley, Iowa.

This case involved five carloads of onions and one car of cucumbers which had been accepted but not paid for by Piowaty-Berliner, Inc. After a complaint was made to the Department of Agriculture but before formal complaint was filed, Tedford Brothers instituted an action at law in the District Court of San Patricio County, Texas. The fact that this action had been taken by Tedford Bros. was not known to the department at the time formal complaint was received.

The Secretary held that Congress, by enactment of the Perishable Agricultural Commodities Act, intended to provide an additional remedy in cases of this sort but did not intend that a dealer, broker or commission merchant should be required to defend an action at law and also a complaint filed under this Act at the same time involving the same transaction. He held further that Tedford Bros., having instituted their court action prior to filing complaint under the Act, must be considered as having made an election of remedies, and their complaint filed under the P.A.C. Act was therefore dismissed.

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DECLINES IN FARM PRICES
LOWER AGRICULTURAL INDEX.

The index of prices of farm products on May 15 was at a new low of 56 per cent of pre-war as compared with 59 per cent on April 15, according to the Bureau of Agricultural Economics. Price declines for all farm commodities except potatoes, apples, and eggs, accounted for the three-point drop. On May 15 a year ago the index was 86 per cent of pre-war. Meat animals recorded the most striking price change during the past month.

"MISUNDERSTANDING" CAUSES
DISMISSAL OF PRODUCE CASE.

The Secretary of Agriculture recently dismissed a complaint brought by the Bernstein-Nehmen Co. of St. Louis, Mo., against the Agricultural Exchange of Pittsburgh, Pa., as the hearing brought out a "lack of mutual understanding" between the parties.

The case involved three cars of watermelons sold by the Agricultural Exchange for the Bernstein-Nehmen Co. The transaction was handled over the Agricultural Exchange teletype system, and there was a misunderstanding as to the purchase price. As the result of this misunderstanding, the cars were rejected and Bernstein-Nehmen Co. filed complaint, asking damages in the amount which they claimed to have lost. The agent of the Agricultural Exchange testified that he was at the time, and still is, of the opinion that the cars were purchased on the hundredweight basis; the Agricultural Exchange claimed they were bought on the car basis. The Agricultural Exchange claimed that their agent at St. Louis was not authorized to purchase the cars on any basis and certainly not at the indicated price per hundredweight. The Secretary held that the record did not establish that the agent had authority to purchase the cars on the hundredweight basis and that the Agricultural Exchange had never ratified the purchase on that basis. It was further held that there was no evidence to show that the Statute of Frauds had been complied with.

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MANY FARMERS are making money marketing their surplus butterfat in the form of whipping cream, sweet cream butter, honey butter and other special products which are easily prepared on the farm, according to R.J. Ramsey, Illinois College of Agriculture.

PROSPECTS for less wheat this summer than a year ago in the Northern Hemisphere, outside Russia and China, are seen by the Bureau of Agricultural Economics. Smaller supplies are also likely to be shipped from Russia, says the bureau. The reduced supplies in the Northern Hemisphere are regarded as "likely", largely because of a reduction of 350,000,000 bushels in the winter wheat crop in the United States.

THE INDEX OF THE VALUE of farm real estate on March 1, 1932, was 89 per cent of the pre-war index of 100 as contrasted with 106 per cent on March 1, 1931, the decline during the year being attributed by the Bureau of Agricultural Economics to continued severe declines in prices and purchasing power of farm products.

MIMEOGRAPHED REPORTS now available from the Bureau of Agricultural Economics include "Marketing Michigan Peaches and Pears, Summary 1931 Season," by R. E. Keller; "Marketing Eastern Shore Cantaloupes, Summary of 1931 Season," by V. H. Nicholson; "Preparing Wool For Market," by Warner M. Beck; "Pre-Season Advances of Credit by New York Dealers to Growers and Shippers of Fruits and Vegetables," by Earl R. French and Julius H. Spalding, and "Farmers' Response to Price in the Production of Market Milk," by Mordecai Ezekiel, Emil Rauchenstein, and Oris V. Wells.

THE FARMER AND THE AUCTION MARKET

By W. G. Meal, New Jersey
Extension Service

Although fruits and vegetables had been sold through local auctions at shipping points in a number of commercial regions of the country, no organized attempt to develop this method of handling farm produce in New Jersey was made prior to 1928. In 1928, after carefully investigating the operations of local auctions in Delaware and Maryland, a group of Cumberland County vegetable growers formed the Cedarville Cooperative Marketing Association for the purpose of establishing an auction market at Cedarville. This organization, which was the first local auction association formed in New Jersey, operated throughout the 1928 season and has since made remarkable gains in its annual sales volume.

One of the incentives promoting the growers to organize this auction market was the need for an adequate outlet for selling truck loads or wagon loads of produce locally. Prior to the formation of the auction market, the bulk of the produce had been shipped on consignment, largely to the New York and Philadelphia markets. Now, more than 640 growers in a single season have found the Cedarville market a satisfactory outlet for a part or all of their salable produce.

Impressed with the accomplishments of this group, other growers formed auction associations in various sections of the state. By the end of the 1931 season, 12 cooperative auctions had been organized, 8 handling fruits and vegetables, and 4 handling eggs, broilers, and poultry meat. Before the end of 1931, however, 4 of these associations ceased operations altogether or had discontinued auction selling. Of those operating during 1931, 5 had been organized that season.

Successful groups have found that a local auction must have adequate supplies regularly and attract enough buyers to handle its volume. Regular assembly of large volumes of produce by the growers is greatly facilitated if the auction is located at a point near or within an intensive producing region. Moreover, hauling expenses, as well as time and effort required on the part of the grower are considerably lessened when the auction point is located conveniently.

Buyers have been readily obtained, particularly when the auction point in the producing region is not far from nearby cities and towns. This has been especially noticeable in the case of certain egg and poultry auctions and some produce groups. In these instances the auction buyers were largely retailers and jobbers of poultry and produce, who sought local supplies of the variety and quality desired by their trades. These buyers ordinarily purchase in considerable variety, but only in the quantities needed for the daily demands of their trades. Many of these dealers had formerly purchased direct from the grower at his farm, but they, as well as other buyers, have been readily attracted to auction points because the supplies ordinarily available enable them to obtain quickly the quality, variety, and quantity of produce that best meets their demands.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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June 8, 1932

Vol. 12, No. 23

LOUISIANA REPORTS RICE MARKETING IMPROVEMENT.

Many improvements in marketing rice have been made in recent years, according to B. B. Jones of the Louisiana Extension Service, who calls especial attention to proper grading and marketing in attractive packages as having "helped to keep the rice industry to the front." He says that a report indicates that 2,165,000 barrels of southern rice were inspected by official Federal graders this season and that about 63.5 per cent of this volume graded as No. 1, and 30 per cent as No. 2. Mr. Jones urges adoption of a program of education and advertising for the purpose of increasing per capita consumption of rice in this country. He says that such work is difficult at present, but urges the industry to prepare now to embark upon the program when conditions permit.

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IOWA TO DEMONSTRATE LAMB GRADING AND MARKETING.

Three lamb grading and marketing demonstrations, the first of their kind in Iowa, will be held in three Iowa towns this month by Iowa Extension Service. The lambs will be graded according to standard market grades by C. W. McDonald of the Service and a representative of a commission firm. The lambs will then be sold on these grades, and it is expected that the better lambs will top the market or bring a small premium.

Mr. McDonald says that the June market for spring lambs over a period of years has been higher than that of any later month, and that fat lambs usually bring more dollars per head in June than later.

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MISSOURI SURVEYS ELEVATOR PRACTICES.

Buying practices among Missouri grain elevators, both private and cooperative, are rather superficial, says Missouri College of Agriculture, following a survey. Twenty-seven out of 29 elevators furnishing information on handling practices reported that each purchase was carefully graded; yet the lack of necessary equipment indicates that the word "carefully" has different meanings to different managers, according to the investigators who made the survey.

Out of 29 elevators reporting, only two had moisture testures and only nine had sieves for determining dockage. Eighteen out of 26 said

that dockage or foreign material was determined on each load, apparently by inspection in most cases, and two reported a flat rate deduction for dockage. All reported that the price was affected by dockage, in most cases, apparently, only when it is excessive. Only one elevator had a trier for sampling the grain in a wagon. Of 28 elevators, 19 bought grain on the basis of an average grade and made little effort to pay according to quality except under unusual circumstances. Most elevators reported that only a few farmers bring samples of grain to be graded before actual sale or delivery.

A report of the survey, covering financial operations and grain handling practices, has been published by the college in Bulletin 311, entitled "Operating Practices of Missouri Cooperative Elevators."

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NORTH CAROLINA COTTON

MILLS BUILD CANNING PLANT.

Because it is not able to furnish whole time employment for the 375 families living in the mill village, a cotton mill at Loray, North Carolina, is operating a community garden from which 50 per cent of the crop produced will be preserved by canning and preserving, according to North Carolina Extension Service. The mill has erected a small community canning plant adjoining the boiler room of the factory, which will be open to all employees of the company. Each operator wanting to can his produce will pay only for the cost of the cans. One-half of the produce canned will be held in storage until this winter for distribution back to those who will need food.

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PERISHABLES LICENSES

TOP FIFTEEN THOUSAND.

On May 28 there were 15,229 licenses in effect under the Perishable Agricultural Commodities Act, as compared with 15,139 licenses on July 1, 1931. Up to May 28 a total of 18,689 licenses had been issued, but 3,460 have been terminated for various reasons, principally for non-payment of renewal fees. Of the 15,229 licenses in effect, 10,604 licenses represent renewals.

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DELAWARE MARKETS BUREAU

ISSUES BOOKLET ON STATE.

The historical, natural, agricultural, and industrial advantages of the State of Delaware are described in an illustrated booklet just issued by the Delaware Bureau of Markets. It is stated, among other things, that "the Bureau of Markets through its Market News Service, Shipping Point Inspection Service, Transportation Assistance, Organization Assistance, Cooperative Marketing Assistance, and other lines of work, is at all times exerting every effort to assist the producers of this State in marketing their products to the best advantage."

Copies of the booklet may be obtained by writing W. T. Derickson, director, Bureau of Markets, Dover, Delaware.

STANDARD GRADES ISSUED
FOR COTTON SEED.

Standard grades for cotton seed have been established by order of the Secretary of Agriculture. The grading system makes possible the determination of the quality and yield or milling value of cotton seed, and the publication of market price information, thereby enabling producers to know whether they are getting a fair price for their seed.

Grade 100 is the Basis grade on which quotations will be made. From one ton of cotton seed of this grade an efficient cotton seed oil mill should be able to obtain 313 pounds of oil, 822 pounds of meal (41.13 per cent protein), 125 pounds of linters, and 640 pounds of hulls.

Grades above 100 are premium grades. These grades result either from the fact that greater quantities of oil or of protein can be obtained or that the seed is of special quality. Grades below 100 are discount grades. These grades result from the fact that because of variety or unfavorable soil or climatic conditions the development of oil or protein has been restricted, or to the fact that the seed have deteriorated in quality through exposure or contamination.

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CHICAGO CONFERENCE ON
SEED VERIFICATION SERVICE.

Members of the seed trade and U. S. Department of Agriculture officials will meet at Chicago, June 22, to consider plans for the operation of the department's seed verification service the coming season. No program has been set for the meeting, other than a discussion of fees and other forms of revenue in an effort to place the seed verification service as nearly as possible on a self-sustaining basis. The seed verification service was started by the department in 1927, and 62 members of the seed trade situated in 21 States are now enrolled.

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PLANS TOBACCO GRADING
FOR COMING SEASON.

Plans are being made by the U. S. Department of Agriculture for Federal-State tobacco grading service at auction markets the coming marketing season. The tobacco grading service at eastern markets heretofore has been furnished only where the grower paid a fee of five to ten cents per hundred pounds to have his tobacco officially graded and certified previous to sale. Change from this procedure was put into operation as an experiment on certain markets in Kentucky and Tennessee last December and the results were so satisfactory that the new method has been adopted in place of the old. Under this new procedure, tobacco grading service is furnished where the warehouseman agrees to have all tobacco graded at a flat rate per hundred pounds. Department officials believe that in most markets tobacco grading service can be supplied at materially less cost when all the tobacco is graded.

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COMMISSION RATES at Wichita (Kansas) stock yards have been reduced following similar action at the Kansas City stock yards.

NEWS BRIEFS

"LOW PRICES of farm products have not stimulated consumption, in many cases, as much as might be expected," says the Bureau of Agricultural Economics in its current "situation" review. Consumption of butter, cheese, and canned milk, in terms of milk equivalent, the bureau cites as an example, was one billion pounds less during the first four months of this year than in the same period a year ago. The bureau adds that with the unit purchasing power of farm products at about one-half what it was before the World War, "the problem of how farmers are to meet debts and fixed charges grows increasingly acute."

FRUIT AND VEGETABLE auction sales have been increasing in recent years. Auction houses in 12 leading consumption markets sold 127,235 carloads of fruits and vegetables in 1924; in 1930 they sold 156,974 carloads, according to the Bureau of Agricultural Economics.

APPARENT supply of cotton in the United States on May 1 is estimated by the Bureau of Agricultural Economics at 12,119,000 bales, compared with 8,584,000 bales on May 1 a year ago, and 6,222,000 bales on May 1, 1930.

NEW YORK is the leading bean distributing city. Next in order of importance are Chicago, St. Louis, Houston, Kansas City, Pittsburg, Oklahoma City, Louisville, and New Orleans, the Bureau of Agricultural Economics has learned in a survey. Boston is far down the list.

INCREASED EXPORTS of American wheat and flour in April lifted the index of exports of 44 farm products to the highest figure in eight months, says the Bureau of Agricultural Economics. The index of all agricultural exports in April was 80, compared with 68 in April, 1931, and with 65 in April, 1930.

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"FALSE STATEMENT" BRINGS
PERISHABLES ACT PENALTY

The Secretary of Agriculture has found Mathew Mercurio, of Youngtown, Ohio, operating and doing business as Mathew Mercurio & Co., guilty of making a false and misleading statement in violation of the Perishable Agricultural Commodities Act.

Mercurio bought a car of potatoes from K. W. King & Co., of St. Paul, Minn., to be US-1 Cobblers. Upon arrival of the car Mercurio wired King that the potatoes were not graded, that some of them were cut, and asked for an allowance of 10¢ per cwt. King wired back that the car graded US-1 at shipping point and that if he had not started unloading to order Government inspection. Mercurio then wired King that he must have 10¢ allowance on the car, otherwise he would refuse. It appeared from the evidence that when Mercurio wired King that the sale price would have to be reduced 10¢ per cwt., otherwise the shipment would have to be refused, he had already unloaded the potatoes and by such action had accepted them. The Secretary found that this wire constituted a false and misleading statement within the meaning of Section 2, paragraph 4, of the Act and ordered that the facts be published.

STATE AND FEDERAL
MARKETING ACTIVITIES
AND OTHER ECONOMIC WORK

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ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 15, 1932

Vol. 12, No. 24

"CALIFORNIA PLAN" ENLISTS
AGENCIES FOR FARM AID.

Six thousand California farmers, orchardists and dairymen with their respective distributors, representing billions of dollars in land, factory and livestock investments, have held state-wide industry institutes the past few months "to establish a procedure whereby California agriculture can cope with present and future conditions," according to Dudley Moulton, director, California Department of Agriculture.

The movement has become known as the "California plan," the objectives of which are to obtain crop control that will balance with market demands, more direct and more numerous markets, the elimination of cut-throat competition between different factors in the industry, more satisfactory and definite contractual relations between producer and distributor, the elimination of out-worn and out-moded production and marketing machinery, elimination of excess marketing agencies, and the establishment and maintenance of a fair return to producers and distributors, and a fair price to consumers. Cling peach, prune, olive, and hay growers, and milk producers have been especially active in the movement, in which State and Federal public agricultural agencies are also cooperating.

A detailed description of the "California plan," its origin and development, may be obtained from Dudley Moulton, Department of Agriculture, San Francisco, California.

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MASSACHUSETTS POULTRYMEN
ORGANIZE EGG AUCTION.

Poultrymen in four counties of southeastern Massachusetts are developing plans for opening an egg auction in August at Brockton, Massachusetts, according to John C. Baker, Massachusetts Extension Service. Most of the poultrymen of the region have been selling their eggs on the open market in Boston, but many of them have indicated that they would support an auction. A preliminary survey indicated that more than 350 cases a week would be available from interested producers in seasons of lowest production. A supply of 200 cases a week was indicated as the probable minimum with which an auction could operate successfully. Jules Kroeck, marketing specialist, Massachusetts Department of Agriculture, E. W. Bell of Massachusetts Extension Service, and county agents of the four counties involved - Barnstable, Bristol, Plymouth, and Norfolk - are assisting poultrymen in organizing the auction.

LOUISIANA MAKING MONEY
FROM LOW EGG PRICES.

Even with prices of eggs the lowest in many years, the latest monthly reports received by Louisiana State University from a number of poultry producers all over the state show that the total income per hen over the cost of feed averaged 15.2 cents, according to B. B. Jones, Louisiana Extension Service. Mr. Jones says there has been a decidedly smaller speculative demand for eggs this year than usual and that most supplies have been sold for current consumption.

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CONNECTICUT FARMERS
OPEN PRODUCE AUCTION.

Connecticut's first auction market for the sale of farm products was opened at Hartford, Connecticut, June 12. It is expected that the auction will handle nearly 1,000 crates of strawberries each night during the local season. The auction, starting at 7 p.m., is expected to run for two or three hours and all growers must have their berries on the market not later than 8 p.m. The auction is limited to members of the association, known as the New Haven Farmers' Auction Company. Sales are on a cash basis and one of the outstanding rules of the association, which all members agree to before a sale can be transacted, is that: "No person shall sell or offer for sale, in either open or closed packages, any fruits or vegetables which are packed in such a manner that the face or surface shown shall not be a reasonable representation of the contents of the package. Furthermore, the package or packages exhibited shall be representative of the load."

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VERMONT TO ISSUE CROP
AND LIVESTOCK REVIEW.

The annual Crop and Livestock Review for Vermont is now being prepared by Vermont Division of Markets, Montpelier, Vermont. The publication will consist of about 30 mimeographed pages containing comparisons of the production of the principal crops and products produced in the State. A few tables covering New England production as a unit and the production of the entire country will be included. Statistics for individual counties in Vermont will be presented. One page will deal with Vermont turkey production.

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ALABAMA SURVEYS ITS
CITIES MARKET NEEDS.

A survey made by the Alabama Industrial Board with the cooperation of the State Department of Agriculture, State Department of Health, and Alabama Polytechnic Institute has revealed that farmers in and around thirteen principal cities of Alabama have a market for dairy products valued at \$18,574,470.48 in 1930. The thirteen cities are Anniston, Bessemer, Birmingham, Decatur, Dothan, Florence, Gadsden, Huntsville, Mobile, Montgomery, Phenix City, Selma, and Tuscaloosa.

CALIFORNIA STUDYINGHONEY MARKET OUTLETS.

Eastern United States market outlets for honey produced in California are being studied by Edwin C. Voorhies of California College of Agriculture. The study supplements a preliminary survey in the San Francisco and Los Angeles markets. It deals with varieties, grades, standards, size and character of containers, labels, brands, prices, seasonal demands, and other factors upon which consumer demand depends. Recommendations for improving selling methods will be incorporated in Professor Voorhies' report.

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STANDARDS FOR CANNEDGOODS ARE REVISED.

Secretary of Agriculture Hyde signed an order, May 25, revising certain standards under the McNary-Mapes Amendment to the Federal food and drugs act. The revised standards will go into effect in ninety days, and apply to changes in the printed labeling required on substandard goods. They also modify requirements in the legal fill of containers. The purpose of the revisions is to improve quality in standard products. A detailed statement of the revisions may be obtained from the Department of Agriculture, Washington, D.C.

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SURVEYS FLUIDS USEDIN BRANDING SHEEP.

A survey of the kinds of fluids used in branding sheep in various parts of the country is being made by the Bureau of Agricultural Economics in an effort to determine what fluids are most suitable for branding purposes. Manufacturers who use the bulk of the domestic clip have reported to the bureau that despite every known precaution taken by them, the damage from the use by wool growers of insoluble fluids as a branding substance cannot be fully eliminated under present conditions. Investigations by the bureau's wool section tend to substantiate this claim.

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IOWA HOPES TO STANDARDIZEQUALITY OF LARD.

A standardized lard of uniform quality, and more research on uses of lard will be sought as a result of a meeting with representatives of the packing industry, swine producers and Iowa State College at Ames recently.

A committee including Dr. P. Mabel Nelson, head of foods and nutrition at Iowa State College, and Dr. W. Lee Lewis, Chicago, in charge of research for the Institute of American Meat Packers, and other home economists and representatives of the packing industry will be appointed to formulate a standard for lard. The college also is considering conducting research next year on the varying qualities of lard and the best uses for this product.

THREE COMPLAINTS DISMISSED
IN PERISHABLES HEARINGS.

One rejection case, and two cases in which the Secretary of Agriculture found insufficient evidence, were dismissed recently in Perishable Agricultural Commodities Act hearings.

The rejection case was that of S. Friedman & Son of Chicago vs. Diamond Fruit Company of Cleveland. The Diamond Fruit Company admitted that they had bought a car of U. S. No. 1 potatoes and that the potatoes furnished were of that grade, but insisted that it had been definitely specified that the potatoes were to be of baking size. The evidence showed that the potatoes were not large enough to meet that specification. There was no contract in writing and there seem to have been no witnesses present at the time the oral contract was entered into. Therefore, it was largely a question of one party's word against that of the other. The case was dismissed because the complainant could not establish his case by a fair preponderance of the testimony.

The case of LaMantia Bros. Arrigo Company of Chicaro, v. J. B. Paquette of Brawley, California, was dismissed because neither complainant nor respondent had established by fair preponderance of evidence damage against the other. The case dealt with 75 crates of broccoli. The complaint claimed that the broccoli was to be furnished in lettuce crates, whereas it was furnished in pea crates, and that because of the resulting difference in weight the complainant suffered a loss. Respondent filed a counter-complaint, claiming that he was not the shipper but had acted in good faith as complainant's agent and that there was due him from complainant the sum of \$50 brokerage.

The case of the Great Lakes Produce Corporation of Buffalo, New York vs. C. I. & M. Dingfelder of New York was dismissed by the Secretary of Agriculture who held that the bare statement in the complaint that complainant was damaged in the sum stated, without showing the basis of the conclusion, could not be accepted as proof of loss, and that the proof offered was sufficient to show either a breach of warranty or the amount of damages sustained. The complainant claimed that a car of fancy peppers had been purchased; that those received were inferior to the ones specified in the contract; that the complainant had no opportunity to inspect the peppers until their arrival and that, because of the inferior peppers, the complainant suffered a loss in the sum of \$1,065.12. The peppers were sold f. o. b. Sanford, Florida, and were five days en route. No inspection was made at the time of arrival and the complainant accepted the peppers. Sixteen days after the peppers were unloaded, a Government inspector was obtained, which showed that they then failed to grade U. S. No. 1 only on account of decay, but that they met the requirements as to quality and grade. Complainant made no explanation as to how the loss of \$1,065.12, or any other amount, was incurred. Complainant alleged that peppers furnished were not of market value they would have been if they had been of the quality, kind, and grade purchased.

The three cases were heard under the shortened procedure process recently provided by the Department of Agriculture.

NEWS BRIEFS

FEDERAL REGULATIONS to prevent the spread of the Japanese beetle will be continued, the United States Department of Agriculture has decided, following hearings held in March to consider the possible revocation of this and other quarantines. Representatives from twenty-eight States, the District of Columbia, and the Dominion of Canada attended the hearings. The department concluded that "it will be more advantageous and economical in the long run for the Federal government to continue the program of scouting, quarantine enforcement, and the certification of restricted products than it would be for the individual States to undertake the work."

FLAXSEED PRICES are holding up better than most other farm products, and indications are that this crop will continue to hold a relatively good position, according to E. S. Dyas, crops specialist, Iowa Extension Service.

USE of New Jersey's "soil inventory" as a measure of the suitability of land offered for sale for farming purposes is urged by New Jersey Experiment Station. The suggestion is prompted by "fear that the present move from city to farm is providing 'land sharks' with a new opportunity to swindle unsuspecting buyers by selling them land which has little or no value for agricultural purposes."

MARKET SUPPLIES of hogs in the United States and Europe will probably decrease the next few months; nevertheless they are likely to be larger than in the corresponding period last year, says the Bureau of Agricultural Economics.

BY SUBSTITUTING bacteria for chemicals and by adding small quantities of city sewage to farm waste products, - cornstalks, straws, and hulls, - chemists of the Federal Department of Agriculture hope to produce building board fiber and fuel and lighting gas by a process which will be commercially feasible.

"WHAT'S HAPPENING IN FARM LAND VALUES" is the title of a radio talk by B. R. Stauber of the Bureau of Agriculture, Economics, on May 26. Mimeographed copies may be obtained from the bureau. Other radio talks, copies of which are now obtainable, include: "Comments on the General Agricultural Situation," by A. B. Genung, June 1; "June Cattle Markets," by C. V. Whalin, June 8.

FARM MANAGEMENT BULLETINS now obtainable from Iowa Experiment Station at Ames are: "Iowa Farm Management Surveys"; Farm Organization and Management Studies in Warren County"; "A Study of the Organization and Management of Dairy Farms in Northeastern Iowa"; "Types of Farming in Iowa"; "Horses, Tractors, and Farm Equipment"; "Cropping Systems in Iowa, Past and Present"; "Livestock System in Iowa County."

LAND TAX DELINQUENCY A GROWING PROBLEM

By Donald Jackson, U. S. Bureau
of Agricultural Economics.

Increasing delinquency in payment of real estate taxes in agricultural States and in cutover forest areas is shown in recent reports by 30 State tax commissions. The proportion of total tax levies uncollected at the time penalty was applied was highest for cutover forest counties and special assessment districts. The ratio between taxes subject to penalty and the total tax levy varied greatly among counties within individual States. For example, at the beginning of 1931, Minnesota property taxes payable in 1930 were 7.7 per cent unpaid. Corresponding figures for individual Minnesota counties ranged from 1 per cent in some of the best agricultural counties to 66 per cent in one cutover county.

The State average percentages of property tax levies subject to penalty ranged from 5 per cent or less in some States to 30 per cent in others. Highest State average ratios were for agricultural States containing large acreages of cutover forest land. In these States, tax distress was generally reported as more serious on cutover lands, farm lands and vacant city and town lots than on other classes of real estate. In some cutover counties, taxes on more than half of the total taxable area are subject to penalty, and in several instances more than half of the tax levy is subject to penalty. Present information furnishes estimates of nearly 40,000,000 acres in five States alone - Michigan, Minnesota, Wisconsin, South Dakota and Oregon - on which taxes were delinquent at the end of 1931. This is about 16 per cent of the total area of these States.

Reports from five New England States show practically no farm tax delinquency problem. In Massachusetts, until very recently at least, there has been "practically no real farm property that is delinquent in taxes". In New Hampshire late in 1931 taxes were proving "harder to collect than they were a year or two ago," yet tax delinquent farms "must be a very small proportion of the total farms in the State." Farm tax delinquency in Rhode Island is negligible. The Vermont taxing officials "do not feel that the matter of tax delinquency applies to the farming class."

In other parts of the country 16 of the 17 State commissions reporting specifically whether or not real estate tax delinquency is increasing, reported increases by the end of 1931.

"Tax strikes," the reports of the tax commissions indicate, are neither numerous nor widespread. The two cases reported by the tax commissions are local, and each is lead by two large taxpayers.

Accommodations of various sorts are being made for the purpose of increasing the proportions of the levies finally collected, avoiding re-possession of the lands by county or State, and likewise avoiding unnecessary sacrifices on the part of individual taxpayers in straitened circumstances.

RECEIVED
JUN 25 1932
U. S. Department of Agriculture
MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 22, 1932

Vol. 12, No. 25

OFFICIAL ROADSIDE SIGNS IN
NEW ENGLAND STATES

The New Hampshire Weekly Market Bulletin reports that several of the New England States have adopted an official roadside sign to identify the stands handling local produce. These signs distinguish such roadside stands as offer for sale strictly fresh local grown farm products at reasonable prices.

The signs are State property, but are rented to producers who sign a formal application and agreement to abide by the regulations covering their use. It is indicated that the signs are now used in Connecticut, Massachusetts, Maine, and Rhode Island.

HUGE RURAL FIRE LOSSES
SHOULD BE CUT

Losses of both life and property from fires on farms and in rural communities are increasing, Dr. David J. Price of the Bureau of Chemistry and Soils, U. S. Department of Agriculture, told boys and girls of the 4-H Clubs at their meeting in Washington. He said that the 4-H Clubs can render a valuable service to their communities and their country by undertaking definite work for farm fire prevention.

Dr. Price urged a program which will promote the organization of a rural fire department in every farming community; arrangement for suitable fire alarm systems which will assure prompt fire department service; provision for adequate water storage on farms and at rural public buildings for fighting fire, and installation of proper fire extinguishers and fire appliances in farm and rural buildings.

ANNUAL REPORT
DETROIT MUNICIPAL BUREAU OF MARKETS

The Annual Report of the Detroit Municipal Bureau of Markets for the Calendar Year 1931 has just been received. It outlines briefly the accomplishments of the Bureau and states that the city owned public markets of Detroit witnessed by far the greatest activity in their history during the past year; that the number of truckloads of produce brought in by growers to the markets and offered for sale exceeded by 23% the number handled in 1930. Emergency operations incident to the present economic situation are recorded. Statistics covering rentals, produce received, and other items of interest also are shown.

"BACK-TO-FARM" PLAN

SCORED BY PENNSYLVANIA OFFICIAL

A Government aided back-to-farm movement was branded recently by John A. McSparran, Secretary of Agriculture of Pennsylvania, as of "no value except to make the depression deeper". Mr. McSparran said in part:

"There come to my desk these days a considerable number of requests for farms where the persons making the requests are expecting the Government to give them each a farm and back them to the tune of \$1500 for three years.

"I think it is the silliest proposal that ever I have heard intelligent persons promulgate. The food of this nation is today selling in most cases at around the cost of production and in some cases below the cost of production. There is, therefore, no possible chance of labor that is inexpert in handling crops coming out from the city and making a living on a farm. The proposition seems to be predicated on the fact that these persons can grow their living but it must be remembered that even farmers do not grow anything like all of their living.

"If any person or any city decides to set aside unused land which persons out of work can use for gardening, that is their privilege and no one can object. But if the public is to be taxed to pay bonds for setting up farmers for three years who know nothing about the business of agriculture, why was that not proposed a year or so ago to save the hundreds of thousands of farmers that have lost their farms in the depression because they couldn't pay the taxes. One farmer in ten, or 682,000 farmers, have lost their farms during the depression, and it certainly would not seem to be a wise plan, therefore, to attempt to send farmers out on these farms who know nothing about the business when those who have spent a lifetime at it are not able to hold the proposition in this depression."

INCREASED DEMAND FOR SMALL FARMS

Activity in the farm real estate market is slow' according to reports reaching the Pennsylvania Department of Agriculture' but the number of persons interested has increased.

Inquiries are usually for small, cheap farms from 10 to 60 acres in size, worth not over \$2,500, well located and suitable for either poultry raising or truck growing. Occasionally there is an inquiry for a dairy farm. Many of the transfers involved changes for city real estate.

City unemployed, most with previous farm experience, or people of foreign extraction with slack work in the mines, constitute the bulk of the inquiries, but farmers are said to be usually the purchasers of the larger acreages. The only credit available judging from reports is that which the seller is willing to extend and the terms are usually arranged to suit the purchaser.

NEWS BRIEFS

Nearly 900,000 farm boys and girls are enrolled this year in the 4-H clubs to carry out demonstrations of better farming and homemaking methods, according to estimates reported by State extension workers to the U. S. Department of Agriculture. The estimate for 1932 totals 881,445 as compared with a similar estimate made a year ago of 845,333. The actual enrollment in the 4-H clubs for 1931, however, considerably exceeded the estimate made a year ago, being 890,374, the largest number ever enrolled. If the actual enrollment for 1932 exceeds the estimates as it did a year ago, the number of boys and girls' club members this year will be around 925,000.

THE UNEMPLOYMENT situation has proved a boom to unprincipled promoters selling mushroom spawn, says the Bureau of Plant Industry, U. S. Department of Agriculture, in a warning just issued. Promoters describe mushroom growing as a new and unexploited business requiring only a small capital investment and comparatively little experience with almost certain prospects for larger profits because of the alleged scarcity and high price of mushrooms. These claims are for the most part misleading, says the Bureau, advising anyone who proposes to grow mushrooms to thoroughly investigate market conditions and the risks of the business.

RECENT DISCOVERY of serious damages from soil erosion in old established farming regions, where erosion has never been regarded as a problem, indicates that estimates of widespread soil depletion from this cause which have been made by the U. S. Department of Agriculture actually fall short of realities, Dr. Henry G. Knight, Chief of the Bureau of Chemistry and Soils, told the summer meeting of the Association for the Advancement of Science at Syracuse, New York, this week.

A serious problem of soil depletion and absolute soil destruction has been revealed within recent months in various localities of one of the most important farming sections of the Middle Atlantic Seaboard, said Doctor Knight, who pointed out that rainwash and gullying in a single locality of New Jersey had caused the abandonment of 2,000 acres of land. The soil of the gullied areas has passed beyond the point of practical reclamation. Erosion, he said, is taking heavy toll in other parts of the State.

A RADIO talk by Joseph A. Becker of the Bureau of Agricultural Economics delivered over the National Broadcasting system on June 10, 1932, covered the June 1 crop report.

RECENT PUBLICATIONS

"ECONOMIC UTILIZATION of Marginal Lands in Nicholas and Webster Counties, W. Va.", by Millard Peck formerly of the Bureau of Agricultural Economics, Bernard Frank of the Forest Service and Paul A. Eke of the College of Agriculture, West Virginia University. This is Technical Bulletin No. 303.

"THE COMPARATIVE Values of Cottonseed Cake and Ground Yellow Corn for the Supplemental Feeding of Cows and Weaned Calves on the Range", by J. L. Lantow of the Agricultural Experiment Station of the New Mexico College of Agriculture and Mechanic Arts. This is Bulletin No. 202.

The following are mimeographed publications issued by the U. S. Department of Agriculture:

U. S. Standards for Lettuce (1932)"

"Regulations for Warehousemen Storing Cherries in Brine, approved May 3, 1932". being regulations of the Secretary of Agriculture under the United States Warehouse Act of August 11, 1916.

"Marketing Western New York Pears - Summary of the 1931-32 Season" by R. L. Sutton and A. L. Thomas. This is issued in cooperation with the New York State Department of Agriculture and Markets.

"Marketing Michigan Grapes - Summary of 1931 Season", by R. E. Keller. This was issued in cooperation with the Michigan Department of Agriculture.

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STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 29, 1932

Vol. 12, No. 26

NEW MILK LEGISLATION FOR NEW JERSEY

Praise for the so-called minimum code milk bill, which he describes as "the most outstanding piece of public health legislation that has been passed in New Jersey in the last decade," is contained in a statement issued by L. VanD. Chandler, Hackensack Health Officer, and president of the New Jersey Officials Association.

This legislation (Chapter 131, Laws of 1932), becomes operative July 1, and it has been approved by representatives of dairy farmers, health officials, and consumers. The new law is being counted upon by dairymen to strengthen their economic position by eliminating unfair competition from dairy farms of other states. Health officials say provisions of the new law will insure a clean supply of milk and dairy products for every municipality in New Jersey.

"The minimum code milk bill," Mr. Chandler said, "is going to result in very definite benefits to all interested groups. Consumers will be able to buy milk anywhere in New Jersey with absolute assurance as to its purity and safety as a food."

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EGG STORAGE TEMPERATURES IN CONNECTICUT FARMS

A survey of the temperatures of rooms in which farm eggs were stored in Connecticut by the Agricultural College, showed that out of 201 rooms visited, 152 had temperatures above 60 degrees F. One hundred thirty-eight of these storehouses had temperatures of from 60 to 69 degrees.

Since fertile eggs start germinating at 69 degrees, the recommended temperature for storage is between 40 and 60 degrees. Forty-nine of the plants visited contained temperatures below 60 degrees which is more desirable for the handling of commercial eggs.

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COTTON CLASSING SCHOOL FOR MEMPHIS

A Cotton Classing School, is to be held in Memphis July 11-16. The school, which will be conducted by the U. T. Agricultural Extension Service in cooperation with the U. S. Department of Agriculture and the Mid-South Cotton Growers Association, will be limited to six days and the time will be devoted to intensive study of cotton classing and closely related subjects. The instructors and lecturers are skilled and practical in their respective fields.

The school has been arranged to give instructions in grading and stapling cotton and a general knowledge of the business of buying and selling cotton.

LOCAL SLAUGHTER OF LIVESTOCK IMPORTANT IN PENNSYLVANIA

A study of census figures by the Pennsylvania Department of Agriculture shows that almost 10 per cent of the cattle, calves, swine, sheep, lambs and goats slaughtered by retailers are killed in Pennsylvania. The States in which local butchering is most largely practised are Pennsylvania, Texas, Ohio, Wisconsin and California. The Federal census covered only 1,076 of the slaughtering establishments in Pennsylvania, compared to 2,868, which were inspected by the State Bureau of Animal Industry during 1930. This indicates that local slaughter is far greater than the census shows.

The prevalence of butchering by wholesalers and retailers throughout Pennsylvania emphasizes the importance of the State's rigid meat hygiene laws and the need for close, Statewide supervision to make certain that diseased animals are not slaughtered and sold for public consumption, the bureau explains. In addition to serving as a protection to meat consumers, this work provides in the disease control service, a check on sources of diseased animals which enables the bureau specialist's to locate infected flocks or herds.

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NEW MEMBERS OF MIGRATORY BIRD BOARD

The addition of three more members-at-large to the Advisory Board, Migratory Bird Treaty Act, reorganized early in the year, was announced on June 22 by Secretary of Agriculture Hyde. The new members are:

Newell B. Cook, Salt Lake City, State Game Commissioner of Utah and president of the Western Association of Fish and Game Commissioners.

S. B. Locke, Chicago, Ill., Conservation Director of the Izaak Walton League of America.

Nathan Moran, San Francisco, sportsman, formerly chairman of the Game Refuge and Public Shooting Grounds Advisory Committee of California.

These new appointments raise the membership of the board to eighteen. Secretary Hyde, in announcing these appointments, said that "The Advisory Board, Migratory Bird Treaty Act, now has a broad geographic representation and also well represents the interests of sportsmen, conservationists, and agriculture."

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HAY MAKING WITHOUT SUNSHINE

How to make hay when the sun doesn't shine, a vital matter to rainy sections of the United States, is one of the important problems the Bureau of Agricultural Engineering of the U. S. Department of Agriculture is working on, R. B. Gray of the bureau told the American Society of Agricultural Engineers at Columbus, O., this week. Mr. Gray is chief of the division of Mechanical Equipment in the bureau.

Other problems discussed by Federal agricultural engineers were best methods of cleaning drainage ditches, by W. D. Ellison, assistant drainage engineer, terracing to prevent erosion, by Lewis A. Jones, who is chief of the division of Drainage and Erosion Control, and spraying of truck crops on cold nights to prevent frost damage, by F. E. Staebner.

NEW JERSEY OFFICIALS
HCID COORDINATION MEETING

According to an announcement from the New Jersey Department of Agriculture, representatives of the principal agricultural agencies of the State met at Trenton on June 27, at the invitation of the State Secretary of Agriculture to develop plans for coordinating their efforts and resources in order to meet present existing conditions affecting agriculture.

Weekly conferences will be held for the drafting of a program of activities in which each agency will participate. Organized groups and leading producers will be invited to present their views in regard to the formulation of a definite program of activities that will strengthen the position of New Jersey agriculture.

Secretary Duryee, Chairman of the meeting said, "Low prices for all farm commodities, the reduced purchasing power of farmers, and generally depressed business conditions make it imperative at this time for the State's agricultural agencies to do their utmost toward alleviating conditions. A program must be developed for organizing agriculture to meet these problems through coordination of effort and the greatest possible economy in administration."

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ONE THIRD OF FARM HOMES
HAVE RADIOS IN PENNSYLVANIA

Almost one out of every three farm homes in Pennsylvania is now equipped with a radio, according to the latest estimates made by the bureau of statistics and information, Pennsylvania Department of Agriculture.

The estimates show that 55,330 farms out of approximately 172,500 in the Commonwealth, have radios. An increase has taken place each year since the first information on the subject was collected in 1924. The estimates by years are: 1924, 10,378; 1925, 18,225; 1926, 21,630; 1927, 27,860; 1928, 35,460; 1929, 42,050; 1930, 48,560; 1931, 52,900; 1932, 55,330.

While the increase during the past year has been relatively less than for any other similar period since 1924, the trend is distinctly toward more rural radios in all sections despite the depression.

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REPORT ON AGRICULTURAL SITUATION
BEING PREPARED BY LAND GRANT COLLEGES

A committee of the Association of Land Grant Colleges is preparing a report on the agricultural situation similar to that issued a few years ago. The committee includes the following: Dean Thomas P. Cooper, chairman, University of Kentucky; Dean H. W. Mumford of the University of Illinois; Dr. G. F. Warren of Cornell University; M. L. Wilson of Montana; H. R. Tolley of California, and L. N. Duncan of Alabama.

The Bureau of Agricultural Economics will assist in furnishing basic material. It is expected that the report will be ready for publication next November when the annual meeting of the Land Grant Colleges will be held in Washington.

TEXAS GRAIN GRADING SCHOOL
LARGELY ATTENDED

The 2-day grain grading school, which was held under the auspices of the Amarillo Grain Exchange in cooperation with the Texas Technological College, the Plainview Grain Exchange, the Lubbock Grain Exchange, the Santa Fe Railroad, and the B. A. E.; at Amarillo, Texas, June 3 and 4, attracted 186 to its classes. These men represented farmers, elevator operators, and grain men. E. L. Morris, division supervisor of the Kansas City office of the Grain Division, gave very thorough instructions in grain grading, and C. W. Griffin, district supervisor of the division at Fort Worth, took equal pains in informing the men of the Federal grain supervision work.

The school was enthusiastically received by the State people, Mr. Morris, reports. The Great West Mill & Elevator Company, a subsidiary of the General Mills Company, sent their twenty-eight buyers to the two-day classes, and the Farmers National Grain Corporation sent their representatives from the Panhandle section of the State. Two grain buyers from Abilene came a distance of 275 miles to the school. Mr. Morris states that he has found from this school and a similar school held in Kansas recently that elevator managers and grain shippers at country points are eager to learn by actual practice the interpretations of supervisors and licensed inspectors on various factors of grading.

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EGG GRADES USED AT
NEW JERSEY EGG AUCTIONS

On a recent trip to Vineland and Flemington, New Jersey, Mr. R. R. Slocum, of the Dairy and Poultry Products Division of the Bureau of Agricultural Economics found that the grading of eggs at the auction markets located at these places follows generally the U. S. grades. Because of the smaller tolerance permitted in the New Jersey grades, however, a number of cases examined were found to be below the New Jersey grade intended. The trip of Mr. Slocum was made at the request of the New Jersey Department of Agriculture so that a check might be made of the grading done at the Vineland and Flemington auctions under the U. S. Standards and Grades for eggs on which the New Jersey egg grading is based.

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RECENT PUBLICATIONS

The following publications have just been received:

"SWINE", one of a series of publications on California crops and prices by Edwin C. Voorhies and Martin H. Blank. This is Bulletin No. 523 of the University of California, College of Agriculture, and is a contribution from the Giannini Foundation of Agricultural Economics.

"GRAIN ELEVATING Machinery for the Palouse Country" by Harry L. Garver. Bulletin No. 262 of the State College of Washington Agricultural Experiment Station.

"POTATO FLEA-BEETLES IN WASHINGTON" by R. L. Webster, William W. Baker, and Arthur J. Hanson. Bulletin No. 261 of the State College of Washington Agricultural Experiment Station.

